

THE SIREN



EXIT FACTOR OFFICIAL NEWSLETTER

MAY 2023



Follow for more!

MAY 2023

03: Feature Speaker - John Wahl

10: Monthly Affiliate Training (recorded)

16: Monthly Free Live Webinar

18: Exit Factor at TBA Conference



Upcoming Events

Guest Speakers



MAY 3, 1PM CT (ADD TO CALENDAR)

**JOHN WAHL, SENIOR VICE PRESIDENT, LIVE OAK BANK
UNDERSTANDING SBA BASICS AND HOW TO QUALIFY**



JUN 7, 1PM CT (ADD TO CALENDAR)

**DAFNE TSAKIRIS, FOUNDER AND CEO OF LAUNCH POINT
HOW TO GET TO THE ROOT CAUSE OF OPERATIONAL BOTTLENECKS**



JULY 18, 1PM CT (ADD TO CALENDAR)

**JOHN COVEYOU, CEO AND FOUNDER, SIMPLE FINANCIALS
ORGANIZING YOUR BUSINESS FINANCIALS**

Affiliate Training



MAY 10, 1PM CT (CHECK YOUR AFFILIATE PORTAL)

**THIS MONTH OUR AFFILIATE TRAINING WILL BE A RECORDED VIDEO
UPDATE POSTED ON THIS DATE AND TIME AS WE WILL BE AT THE
TRANSWORLD BUSINESS ADVISORS' CONFERENCE. SEE YOU THERE!**



Exit Factor PR



MAY, 2023 (READ ARTICLE HERE)

**ANDY CAGNETTA GIVES EXIT FACTOR PRESIDENT AND FOUNDER
JESSICA FIALKOVICH A SIGNIFICANT SHOUT-OUT IN HIS LATEST ARTICLE
FOR **SIMPLY THE BEST MAGAZINE**. DON'T MISS IT! THEN, SHARE IT!**



May Sales Update

Leaderboard

- 1 John Fullerton, NE
- 2 Philip Webb, AL
- 3 Sheila Hansen, TN ↑
- 4 Taylor Bombardiere, CO
- 5 Linda Broom, TX



Success Story

Featuring to our
Affiliate, John Fullerton,
TBA Omaha South!

John Fullerton with Transworld Business Advisors of Omaha South referred a real estate office owner who opened his first business in the restaurant industry. The new restaurateur was not familiar with the industry or the true value of the business. Exit Factor's Exit Assessment Program provided him the knowledge needed to help him decide whether to sell the business for a profit or to continue to operate and scale.

Read more about Exit Factor's Exit Assessment and proprietary methodology here: [EF Business Valuations and Exit Assessments](#)



FEATURED RESOURCE

BENJAMIN SHAH

Exit Factor's New Free Live Webinar

Exit Factor is hosting a new free live webinar for your clients!

Getting the Most for Selling Your Business

Date: May 16, 2023

Time: 2pm ET (1pm CT, 12pm MT, 11am PT)

Your clients want a company that runs on its own, produces maximum profit, and is desirable for sale. Exit Factor makes this possible. In this webinar, they will learn:

- How to increase efficiency and make their company less reliant on them.
- How to increase profitability.
- How to make their company desirable for sale today or in the future for maximum value.

Registration Link



WHY EXIT FACTOR?

Top News

Exit Factor is coming to Transworld Business Advisor's Conference on May 18-19, 2023 at Renaissance Orlando at Seaworld. Please stop by our booth to visit with Jessica Fialkovich, President and Michael Miller, Director of Member Services!

Exit Factor has added new Partners who help our clients increase the value of their business and the likelihood they are sold. Our partners are the best of the best in their industry and enhance our value acceleration services.



Testimonial

You cannot successfully sell a company without knowledge and discipline. Jessica with Exit Factor makes it awesomely simple!

-John Spence, Award-winning CEO, Author of Awesomely Simple.



SEASON 1 REPLAY



Keith Roberts with Zenman

We invite you to watch to one of our past episodes featuring Keith Roberts with Zenman. In this episode, Keith shares how he got through a lot of sleepless nights as an entrepreneur by remembering an important story about perseverance which he later turns into his daily mantra.

[Watch the full episode!](#)

**DO YOU KNOW SOMEONE WITH AN INTERESTING STORY ABOUT
HOW THEY SOLD THEIR BUSINESS?**

EMAIL: [INFO@EXITFACTOR.COM](mailto:info@exitfactor.com)

