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## MANAGING ENTREPRENEURIAL SUCCESS

### **Brett Wilder Shares Advice for Entrepreneurs About Growth Strategies, Maximizing Profits, Funding Retirement, Succession Planning, And Exit Strategies**

According to Brett Wilder, author of **THE QUIET MILLIONAIRE: A Guide to Accumulating and Keeping Your Wealth**, not only do entrepreneurs need commitment, tenacity, and passion in order to succeed, they must also set and carry out clear financial objectives.

Wilder – who has over forty years of professional experience as a financial and business advisor and is the founder and CEO of the Financial Management Group, Inc., an independent, fee-only, wealth management firm headquartered in Cincinnati – reveals in his book what business owners need to know to keep a venture profitable while planning for the future, including:

- Traits that successful quiet millionaire business owners have in common
- Managing success with a vision for the future
- Maximizing and sharing the rewards of business
- Preserving assets for and during retirement
- Succession planning and exit strategies

There are many books that explain how to start a business, but not many that help entrepreneurs once they've been in business for a few years and need to know the next steps – be it expansion, managing growth, maximizing profits, retirement planning, or creating a viable exit strategy.

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Wilder says, “There comes a point when a business owner should be spending more time working *on* the overall business and less time working *in* the business.” This may include revising the company’s initial business plan to account for growth, expansion, and succession, as well as looking for ways to improve profitability. Questions that need to be addressed include: Should rapid growth be contained or should more people be hired? Are profits commensurate with growth, or are some customers or clients no longer profitable?

Business owners need to be visionaries – foreseeing the destiny of the business and deciding how they want the company to look once they are no longer involved in day-to-day operations. Does the company business plan take into consideration the owner’s avenues for retirement and exit strategy? Has succession been determined, and how will that transition take place? From transfer of ownership to buy-sell agreements to employee stock ownership plans – Wilder covers all the issues. As he points out, too often the business owner’s epitaph is, “I buried the business with me.”

An experienced financial advisor as well as a successful entrepreneur himself, ***The Quiet Millionaire*** provides business owners with the tools and information they need for continued entrepreneurial success, and for accumulating and preserving wealth.

#### **ABOUT THE AUTHOR**

Brett Wilder is a Certified Financial Planner® with over forty years of professional experience as a personal and business financial advisor. He founded the Financial Management Group, Inc. (FMG) in 1989, a fee-only financial management and investment advisory firm registered with the Securities and Exchange Commission. FMG has been named seven consecutive years as a “Top Wealth Manager” by *Wealth Manager* magazine and as a “Fastest Growing” Registered Investment Advisor by *Financial Advisor* magazine. You can find more information online at [www.quietmillionaire.com](http://www.quietmillionaire.com).