



# TOM GLEDHILL

A SUCCESSFUL ENTREPRENEUR  
AN EXPERIENCED BUSINESSMAN • AN ACCOMPLISHED AUTHOR

Tom Gledhill has re-engineered himself for whatever the situation called for – from engineer to management consultant to computer programmer to business founder and builder to M&A Advisor, to writer and author to course developer. His experience has given him a truly unique insight as to what creates success in the business world.

During his time as a management consultant to the health care market, Tom developed a financial planning model for HMOs that became the industry standard

Following his consulting career, Tom founded and built several companies. The last company he founded provided information systems to the health care industry.

This company became a leader in its market niche and Tom eventually sold it to a large public company.

With knowledge and experience gleaned from founding, building, and selling multiple companies, Tom embarked on a career in Mergers & Acquisitions.

Early in his new career he read and heard that only 1 in 4 small businesses that go to market actually sell. He didn't believe it.

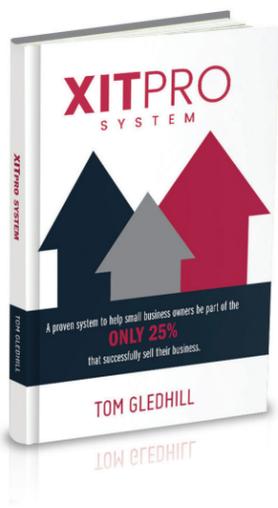
After talking to hundreds of small business owners that wanted or needed to sell their companies, Tom became a believer. Most of these business owners were counting on the sale of their company to finance their retirement.

These business owners were not even *aware* that there might be a problem when it comes to selling their business. And several studies have shown that the *majority of their net worth is in the company.*

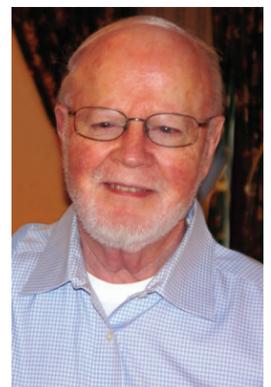
**This is a huge problem! It affects the owner and family, the employees, the community, and the country.**

**Tom's mission is to make these owners aware of the potential problem and to provide a simple methodology to allow the business owners to fix the problem themselves.**

To this end, Tom has developed a methodology to help business owners increase their business value, make more money, and make their company salable. It is described in his book XITpro System and an on-line course for those owners that need more structure and accountability.



## HELPING SMALL BUSINESS OWNERS ENHANCE THE VALUE OF THEIR BUSINESS



### CONTACT INFO

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## RAVE REVIEWS

"Tom Gledhill's approach to improving a company's value is simple and straightforward. The company must have what the buyer's want. After all, the buyers determine the value of a company. But what do the buyers want? And how does a business owner determine if she has what the buyer wants? Tom has developed a simple, easy to use methodology for improving a company's value, ability to make more money, and make the company salable."

**Bill Hulbig – Serial Entrepreneur, Angel Investor**

"Most small business owners have not given any thought to the sale of their business. Tom has presented them with an easy to use and understand methodology to help the business owner make their company more transferable and sustainable – two elements a business must have in order to be salable"

**Cliff Robbins – Senior Business Advisor at the Isenberg School of Business's UMass Small Business Development Center**

"Tom Gledhill has created a book that any business owner that is considering selling their business needs to read and follow the guides that are found in this book. Tom's book How to Sell Your Company and not leave Money on the Table is the best book I have seen in my thirty plus years in business brokerage that is designed for someone selling their business"

**Bob Ross - Founder of Brokers Network Group**