

Career	Entry Barrier		Exit Barrier - <u>Planned</u>		Residual Value/Cost	Exit Barrier - <u>Forced</u>		Residual Value/Cost
House Painter	Low	Paint and Drop Cloths	Low	Complete last project	None	Low	abandon last project	Potential cost of small lawsuit
Jeweler	High	Space, buy inventory at cost	Low	sell inventory at profit	Value of Last Profit	Low	sell inventory at cost	Typically no value or cost, inventory covers debts
Doctor	High	Education,loans,OJT, licensing, equipment	Low	sell practice, retire	Value of Payout and investments	Low	insurance cancels, career fails	Minor costs, insurance pays lawsuits
Land Developer	High	Buy raw land, develop for resale	Low	sell property, perhaps at a Profit	Value of Profit from Sale	High	sell property at a loss	High cost - bankruptcy, financial ruin
Audio Retailer	High	Cost of space and employees, cost of inventory	High	debt to Bank, Credit Cards, Manufacturers-Liability to Clients unfinished, Payroll taxes	Minor Value, Perhaps real estate if owned	High	abandon many projects with high completion costs,	High Cost - bankruptcy, financial ruin, big lawsuits,debt to Bank, Credit Cards, Manufacturers-Liability to Clients unfinished, Payroll taxes
Installer - Contractor	Low	Buy products from distributor just in time	High	debt to Bank, Credit Cards, Manufacturers-Liability to Clients unfinished, Payroll taxes	Little or no value - perhaps employment with a manufacturer, experience for next time	High	abandon many projects with high completion costs,	High Cost- bankruptcy, financial ruin, big lawsuits, debt to Bank, Credit Cards, Manufacturers-Liability to Clients unfinished, Payroll taxes
Security Dealer with Recurring Monthly Revenue (RMR)	Low	Licensing in 30 states, buy from distributor just in time	Low	debt to Bank, Credit Cards, Manufacturers-Liability to Clients unfinished, Payroll taxes	Potential High Value with sale of recurring revenue	Low	abandon many projects with low completion costs, debt to Bank, Credit Cards, Manufacturers-Liability to Clients unfinished, Payroll taxes	Often break even departure - Recurring revenue pays debts, no remaining value, no liabilities