



HOW TO BEGIN THINKING ABOUT YOUR OPTIONS WITH YOUR BUSINESS

“At some point, every business owner leaves their business – voluntarily or otherwise. At that point, most owners want to receive the maximum amount they can from their business to accomplish personal, financial and estate planning goals.”

John Brown, author of “How to Run Your Business so You can Leave it in Style”.



WHY IS PLANNING CRITICAL?

Survey of business owners early in this decade revealed the following:

- 32% expected to sell to third parties.
- 18% expected to sell to employees.
- 17% expected to close their doors (liquidate).
- 33% expected to pass the business to the family.

However

- Of the average number of businesses for sale every year (in excess of 1.5 million) approximately 250,000 sell each year...about 16%.

Those business owners expectations did not materialize.



AREAS FOR CONSIDERATION

The Seven Step Exit Planning Process™

- Step 1 – Identify Exit Objectives
- Step 2 – Quantify Business and Personal Financial Resources
- Step 3 – Maximize and Protect Business Value
- Step 4 – Ownership Transfer to Third Parties
- Step 5 – Ownership Transfer to Insiders
- Step 6 – Business Continuity
- Step 7 – Personal Wealth and Estate Planning





BUSINESS & EXIT PLANNING QUESTIONS

- Do you know your exact retirement goals and what it will take – in cash – to reach them?
- Do you know how much your business is worth today, in cash?
- Do you know the best way to maximize the income stream generated by your ownership interest?
- Do you know how to sell your business to a third party and pay the least possible taxes?
- Do you know how to transfer your business to family members, co-owners or employees while paying the least possible taxes and enjoying maximum financial security?
- Do you have a continuity plan for your business if the unexpected happens to you?
- Does your family have financial security if the unexpected happens to you?

