



# THE EXIT PLAN

Looking at the big picture before beginning exit planning can help show business owners what they can achieve by the end of the process. Use the one-page exit and succession plan on page 12 to understand the big picture. Begin this process by considering the key components of your exit and succession plan below.

## KEY CONSIDERATIONS

*How much do you think your business is worth now?*

*Is this enough to retire or fund the next phase of your life?*

*How much could your business be worth in the future if you focused on building your profit and value?*

*What annual income would you need after you exit the business to fund your future lifestyle?*

*When would you like to sell?*

*What would you like to do after you exit the business?*

*Who would you like to sell or transfer your business to and what do you need to do strategically, operationally, or from a value perspective to achieve this outcome?*

*Focusing on your personal welfare, what plans can you put in place now to make sure you will enjoy this transition and have no regrets?*