



Exit
Planning
Institute™

ANNUAL INTERNATIONAL
CONFERENCE

SEPTEMBER 17-19, 2013
CLEVELAND, OHIO, USA

CONNECT • DISCOVER • EMPOWER

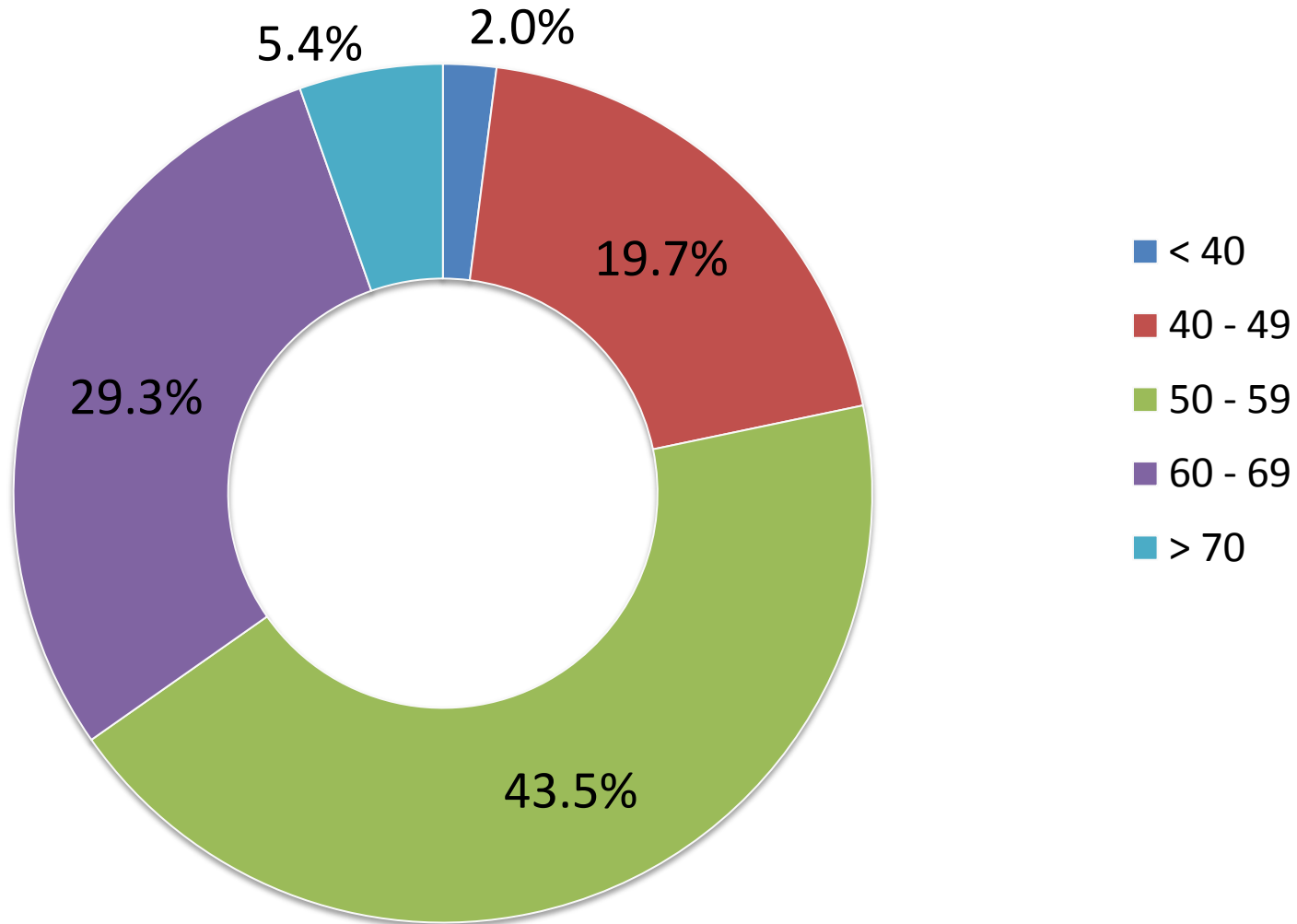
Pathways to Effective Exit Planning

“State of Owner Readiness” © Survey Results 2013

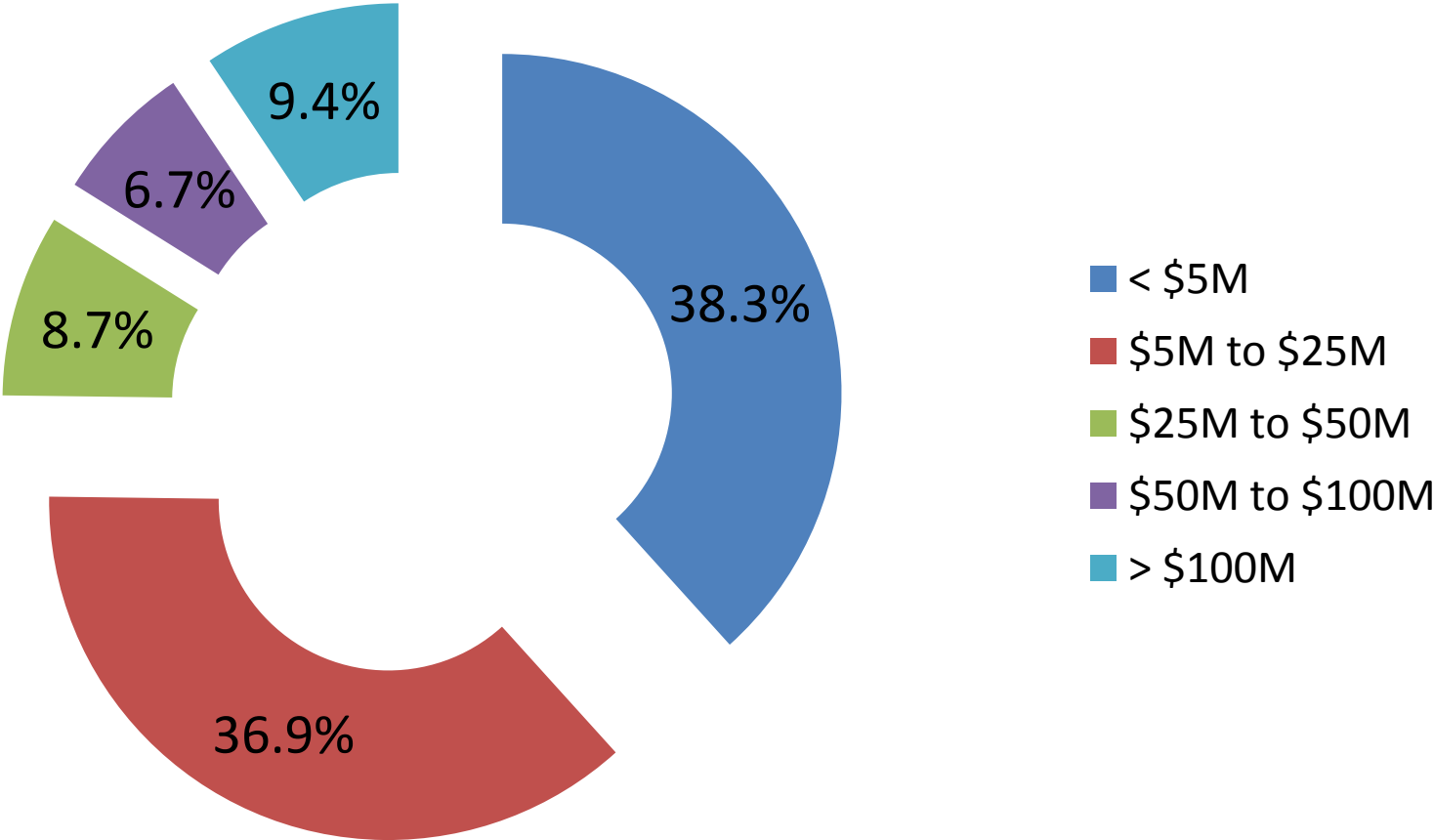


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What is your current age?

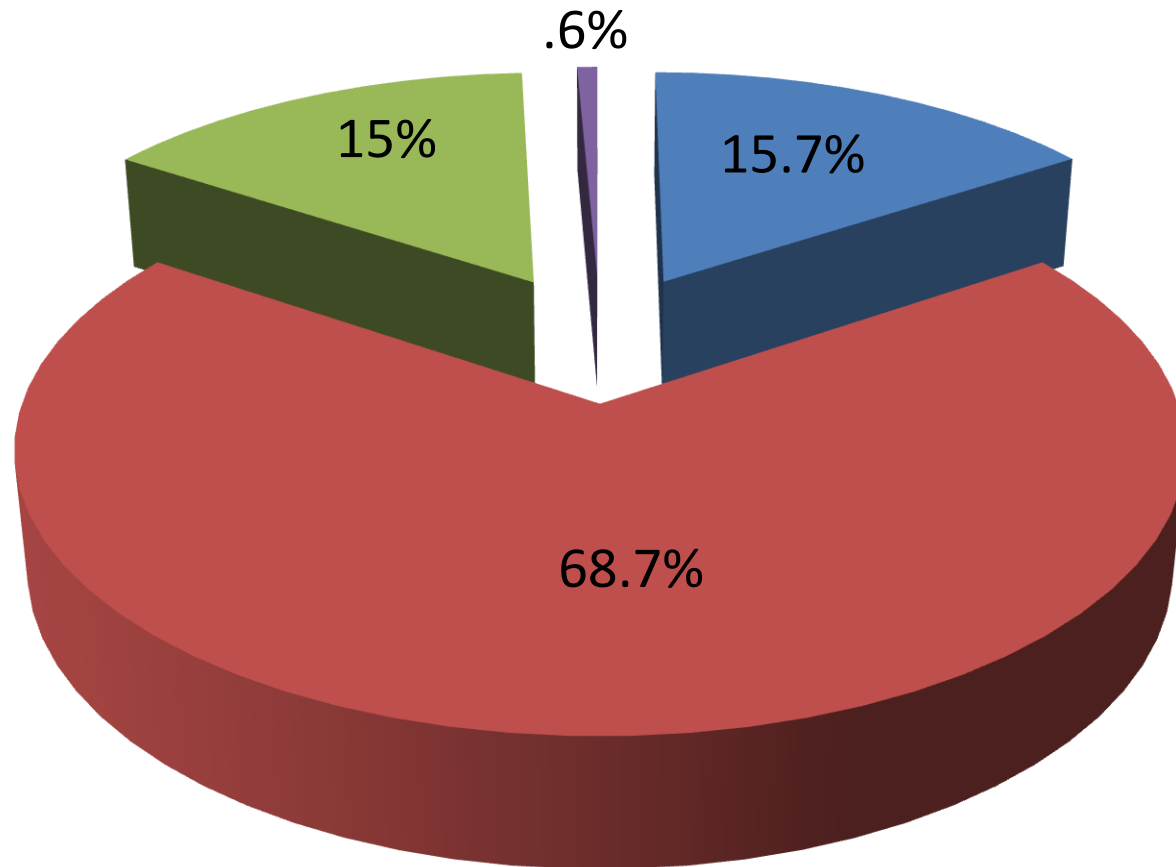


What is your company's annual revenue?

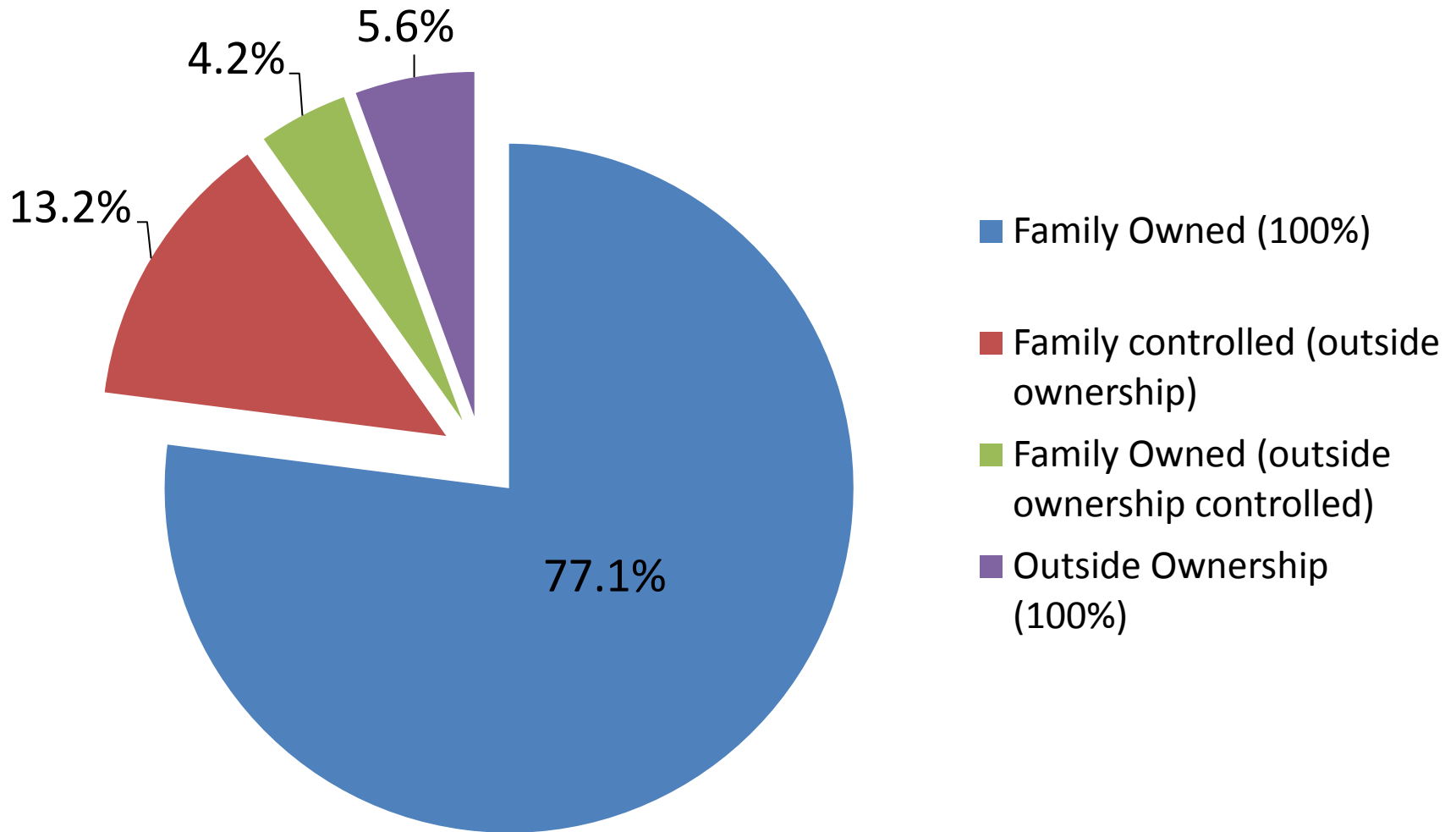


How is your business organized?

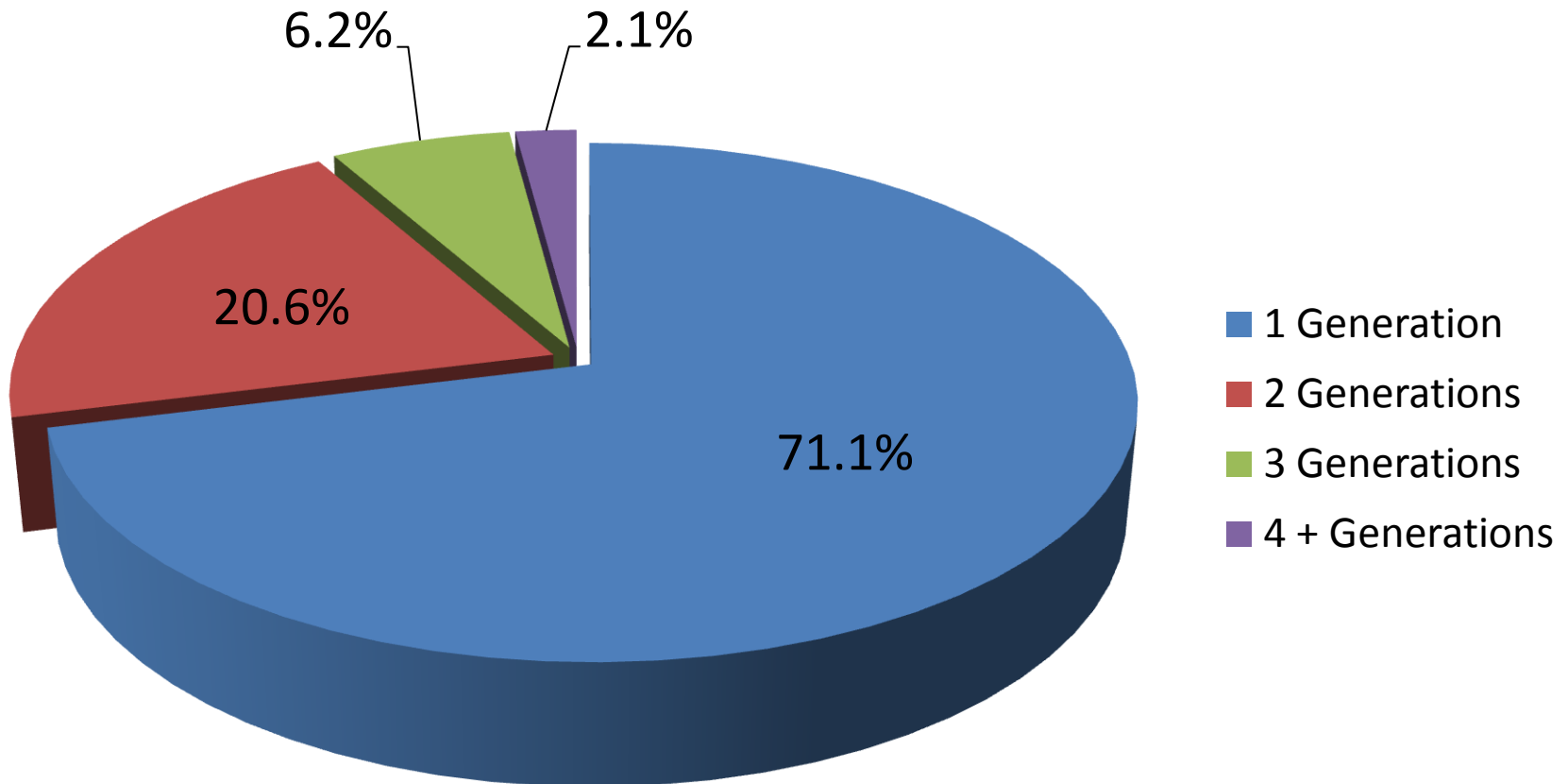
■ LLC ■ S-Corp ■ C-Corp ■ Other



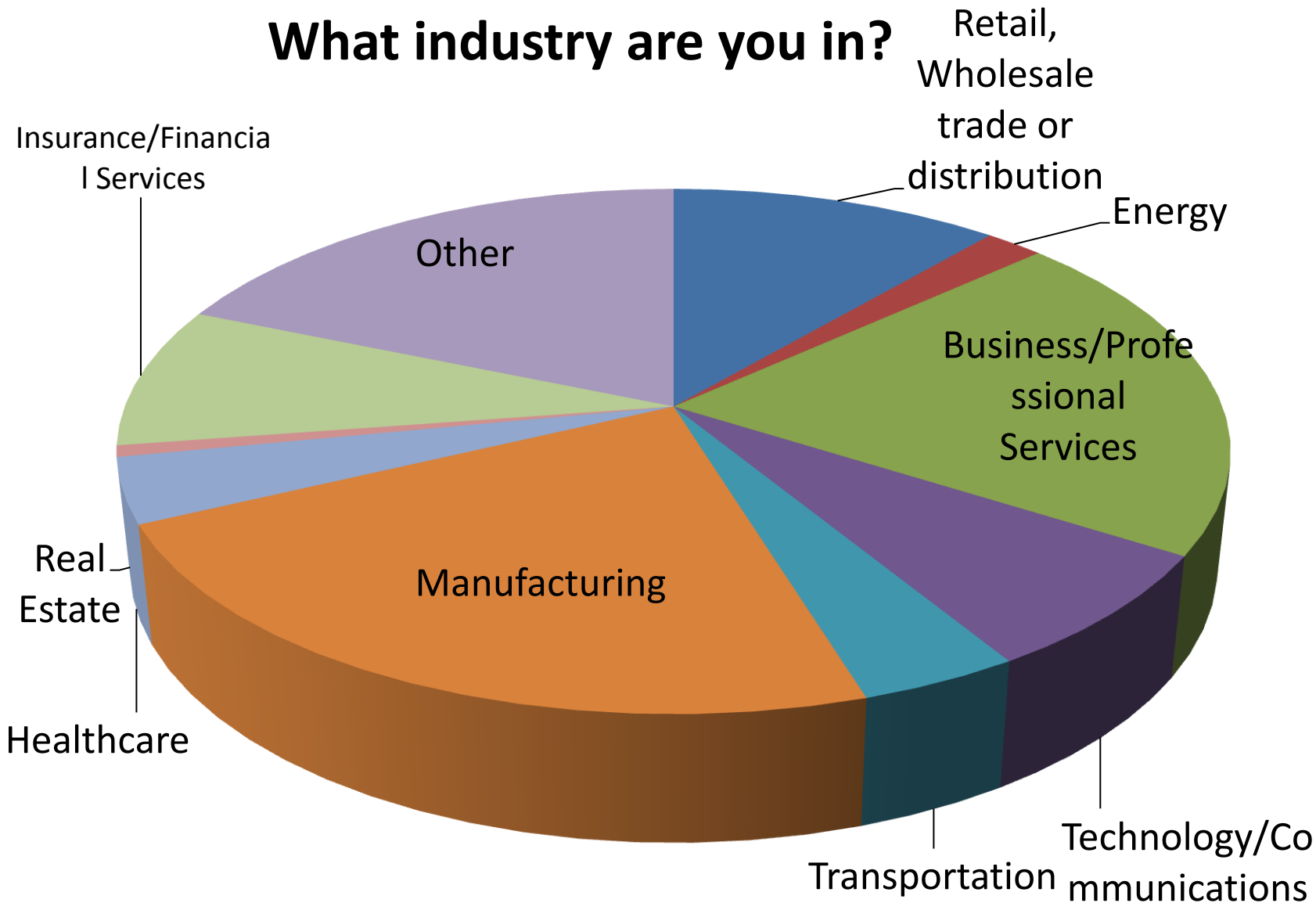
If your company is privately held, what is the ownership structure?



If family owned, how long has your company been owned by the family?



What industry are you in?

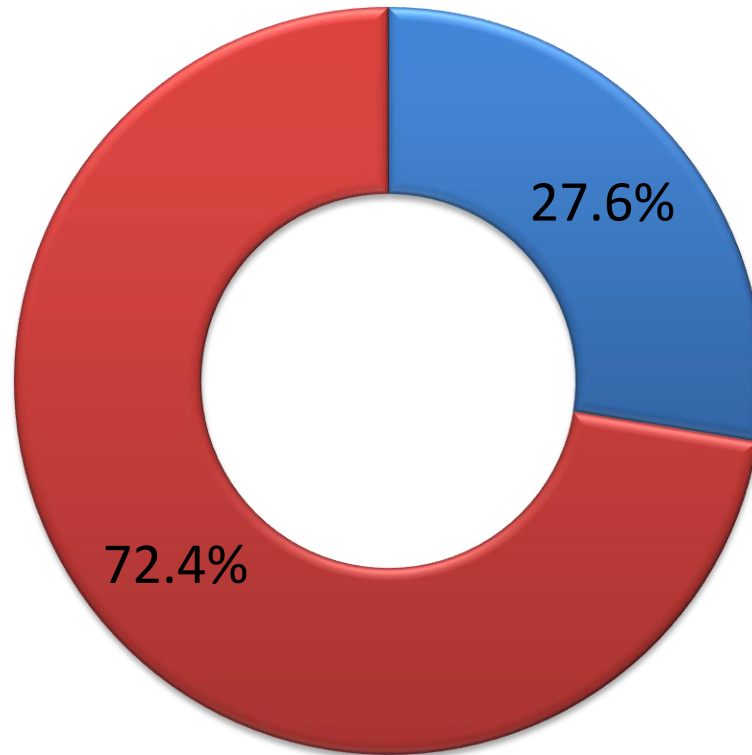


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Pathways to Effective Exit Planning

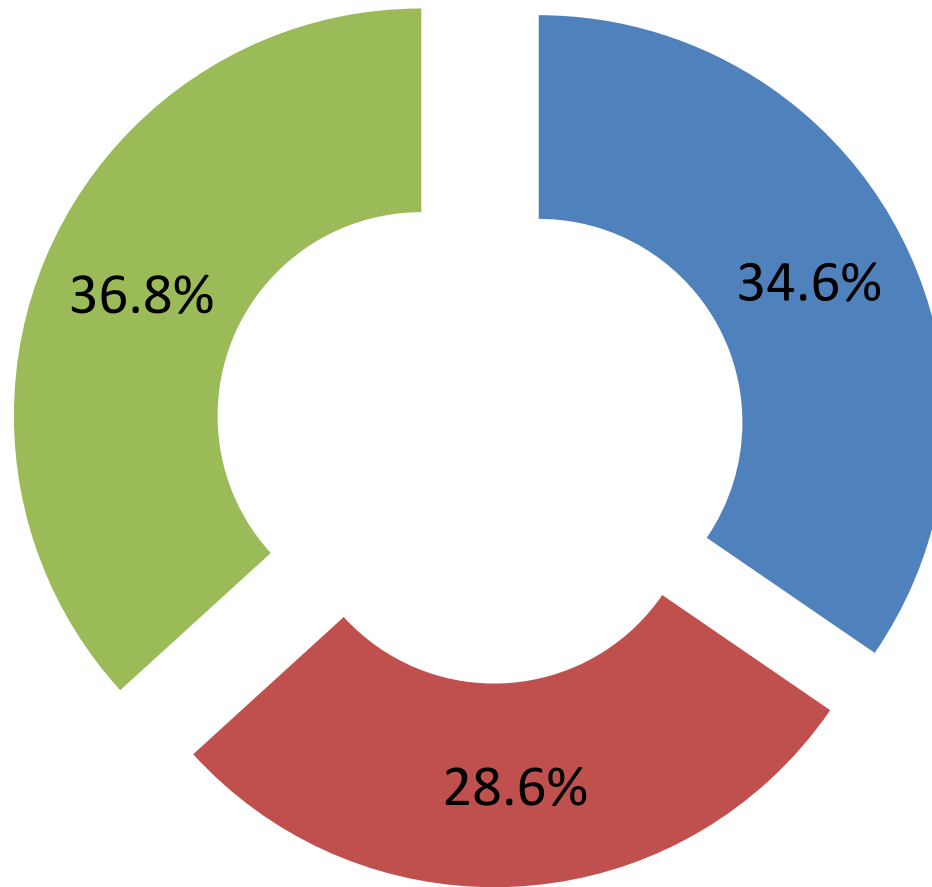
Do you have an engaged Board of Directors/Advisors?

■ Yes ■ No

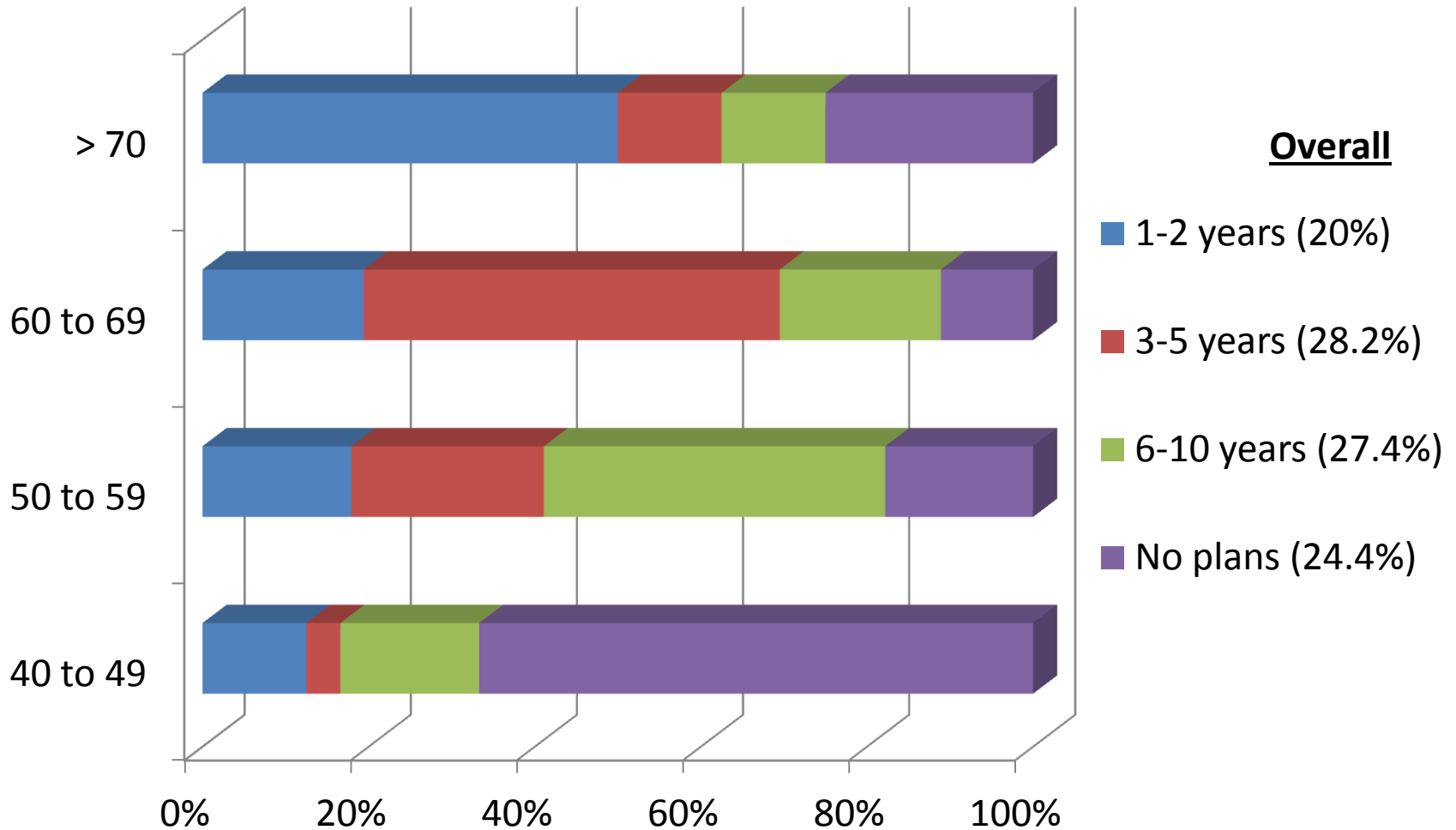


Are you familiar with all of your transition options?

■ Yes ■ No ■ Not sure

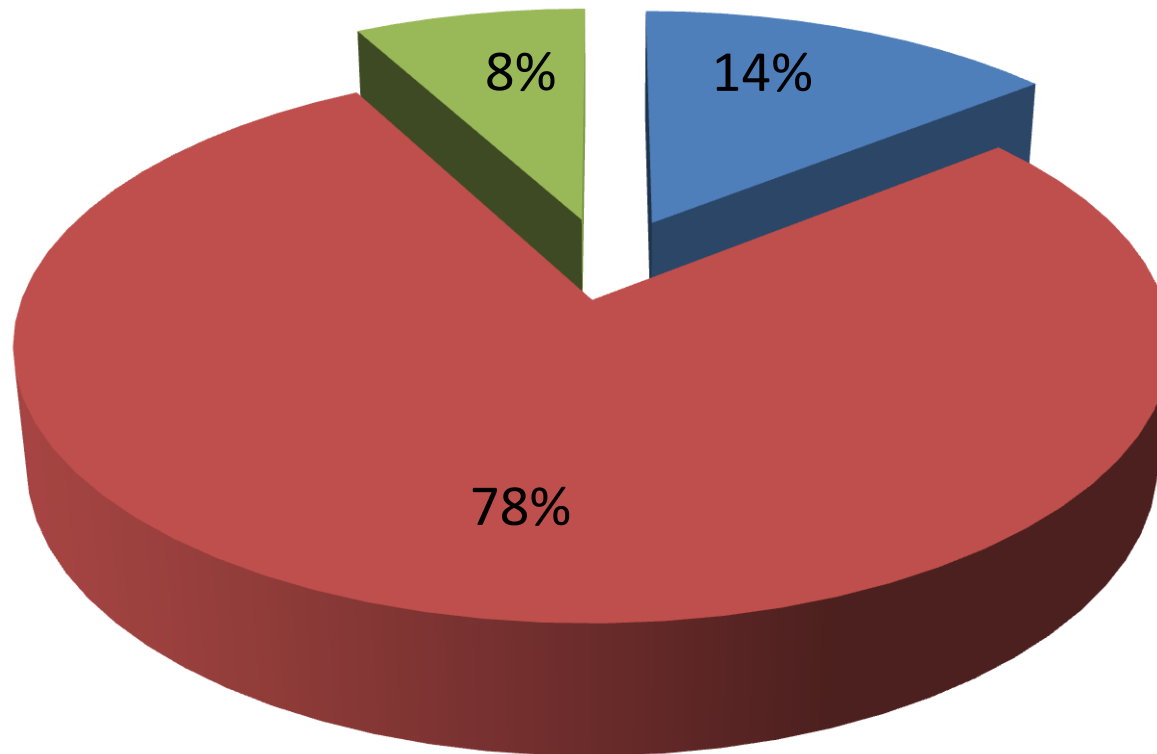


When are you planning to transition the company?



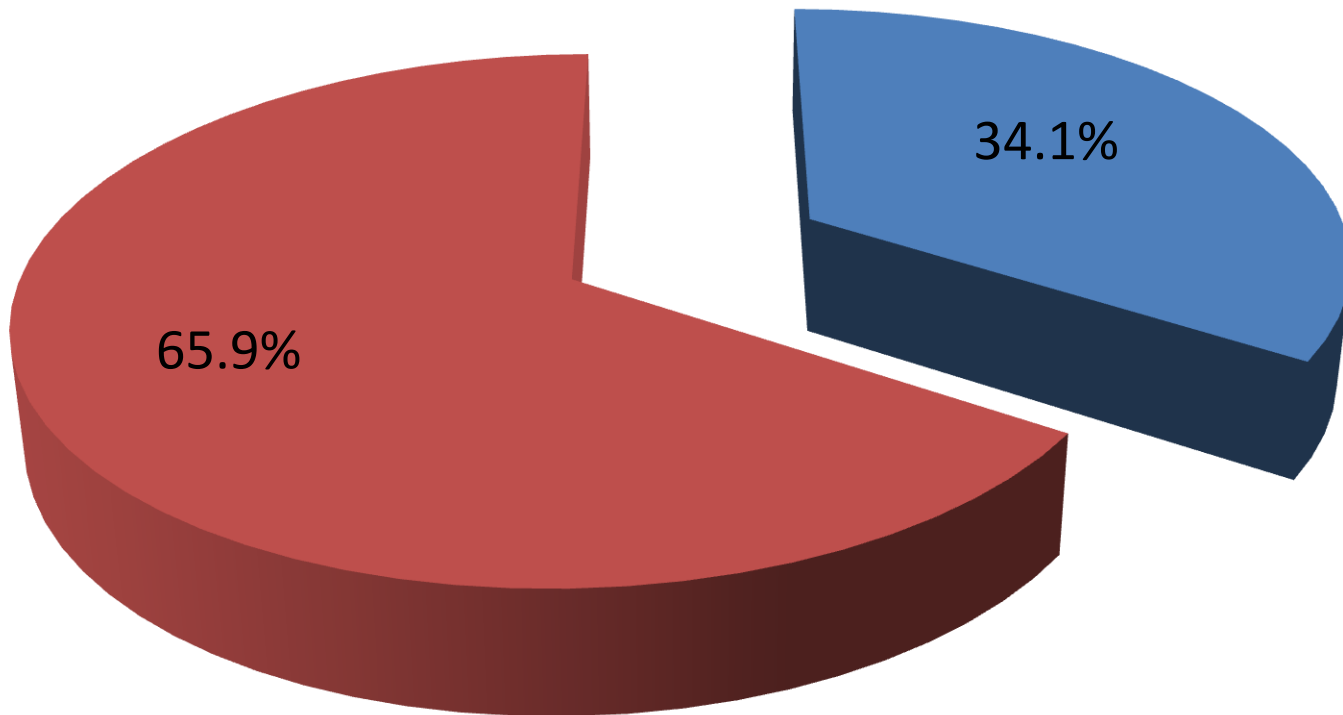
Have you established a formal transition advisory team?

■ Yes ■ No ■ My Board

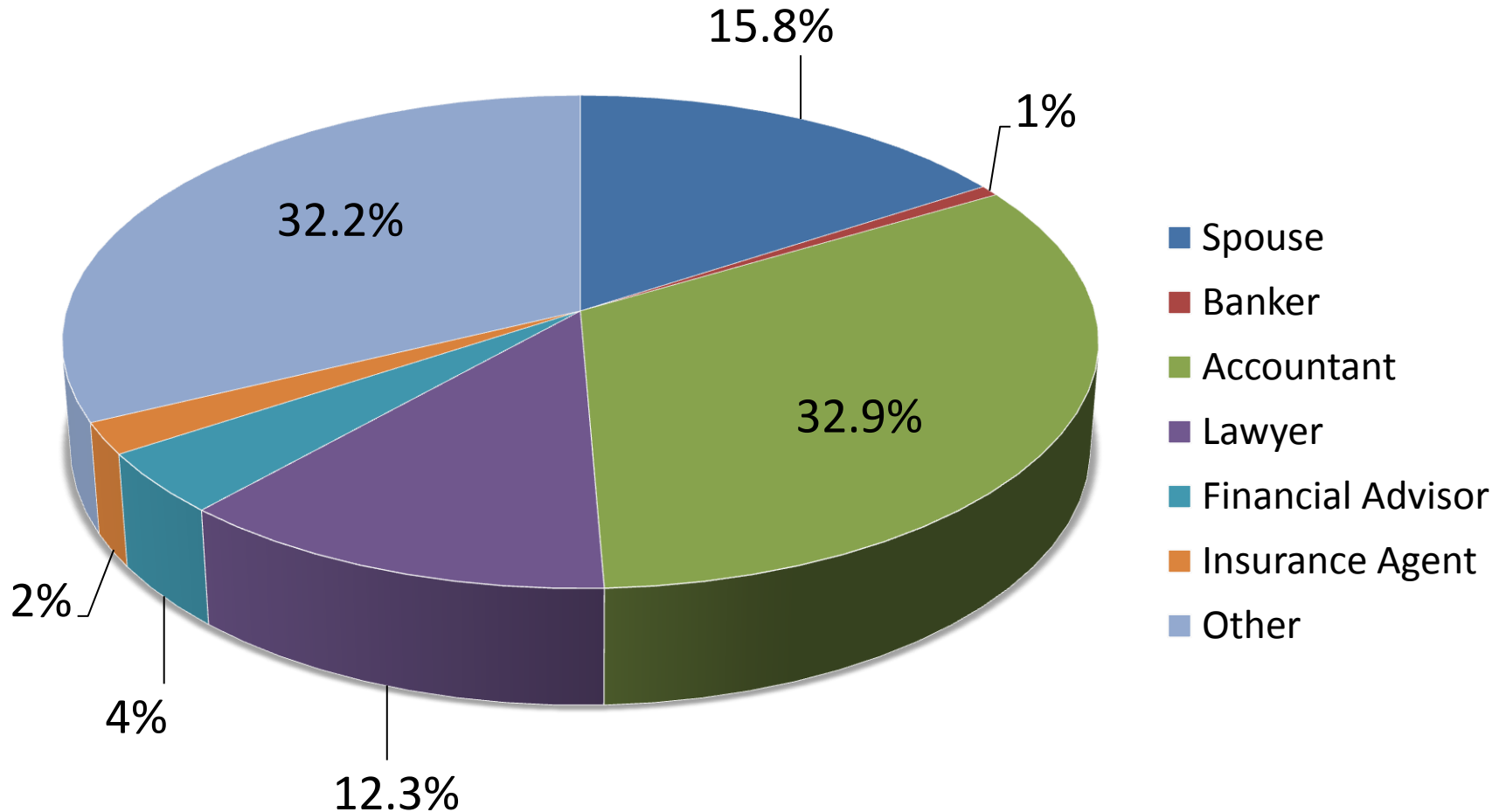


Have you completed any formal education related to transitioning your business?

■ Yes ■ No



Who do you see as your most trusted Advisor?



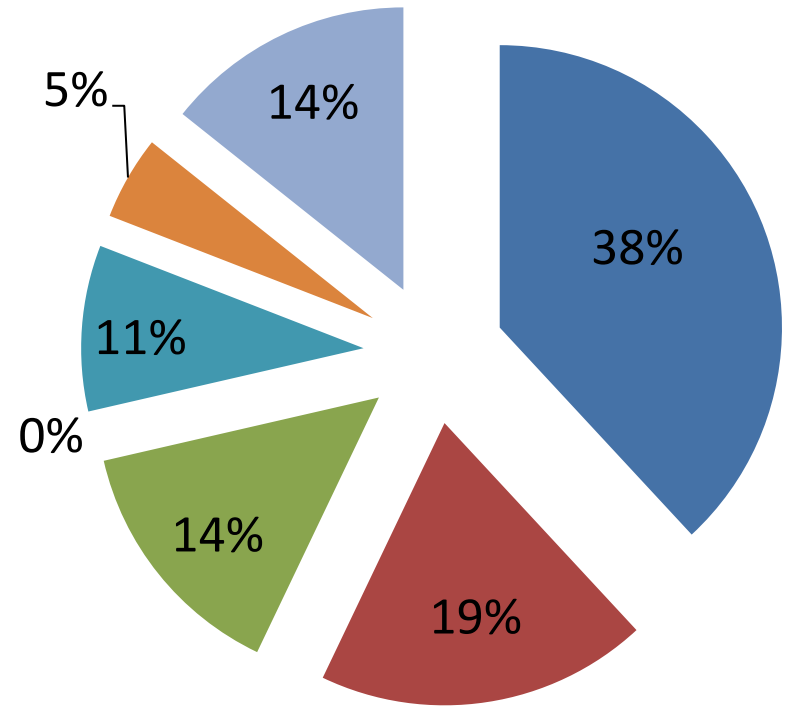
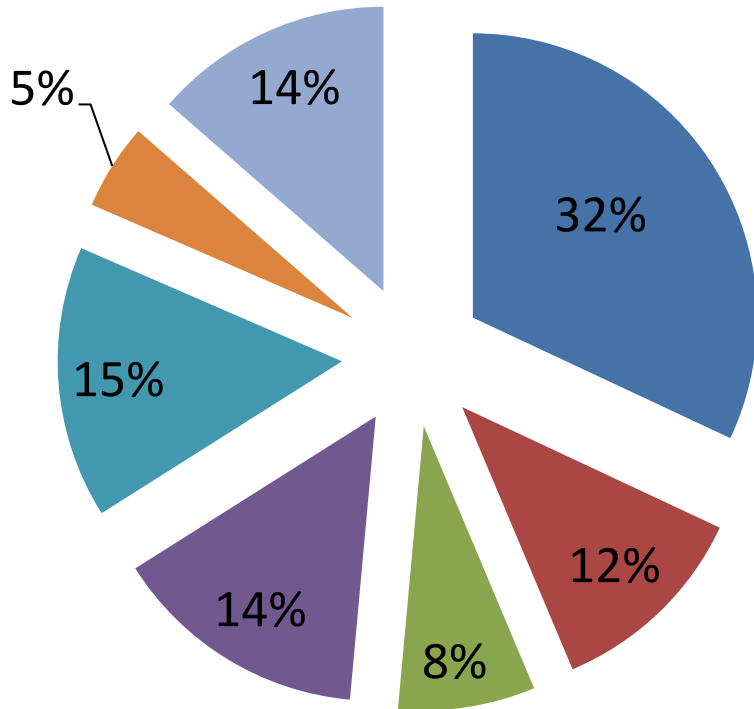
Most trusted advisor by revenue size

< \$50M

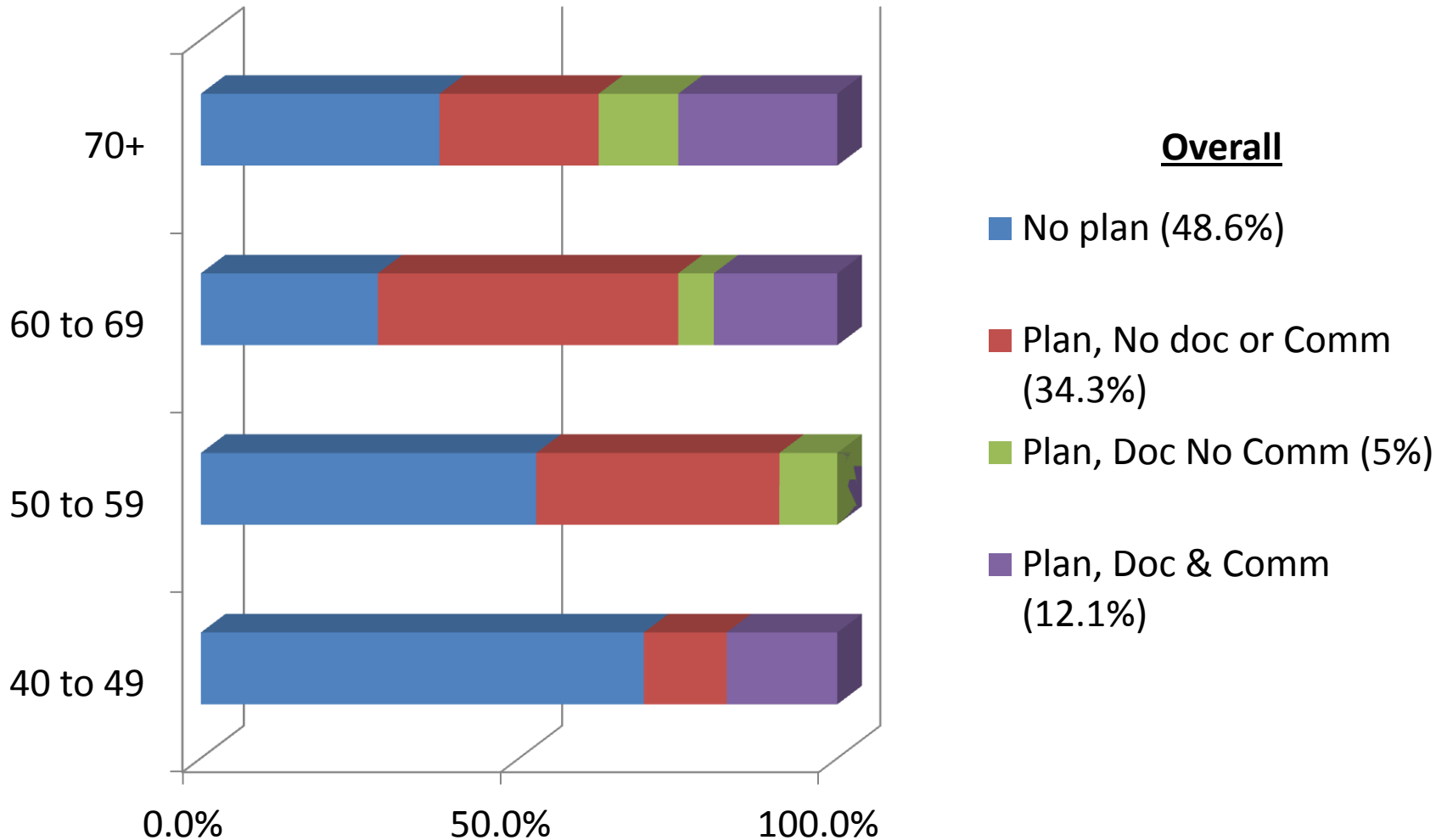
> \$50M

- Accountant
- Lawyer
- Partner
- Peers
- Spouse
- Fin Adv
- Other

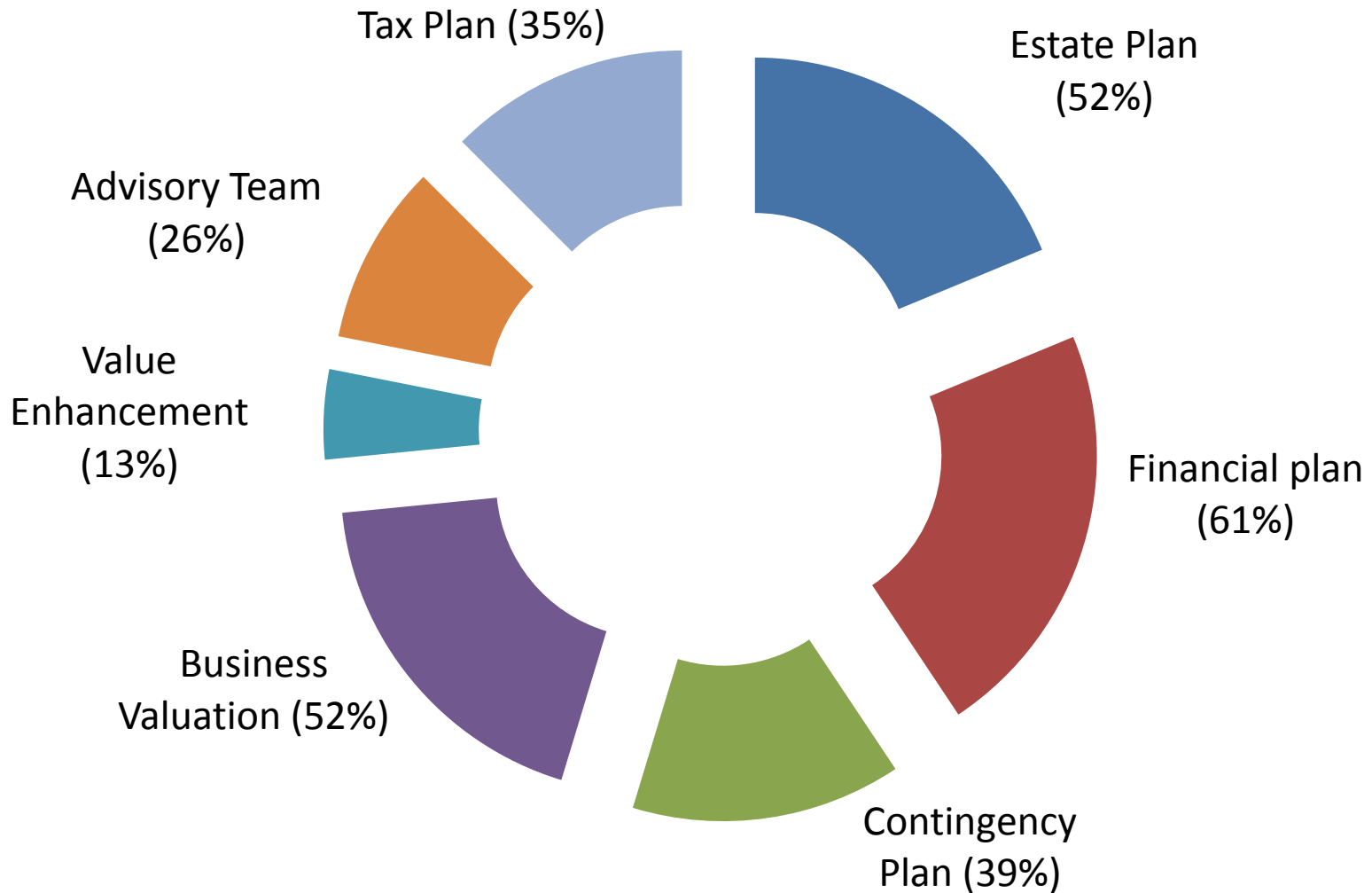
- Accountant
- Lawyer
- Partner
- Peers
- Spouse
- Fin Adv
- Other



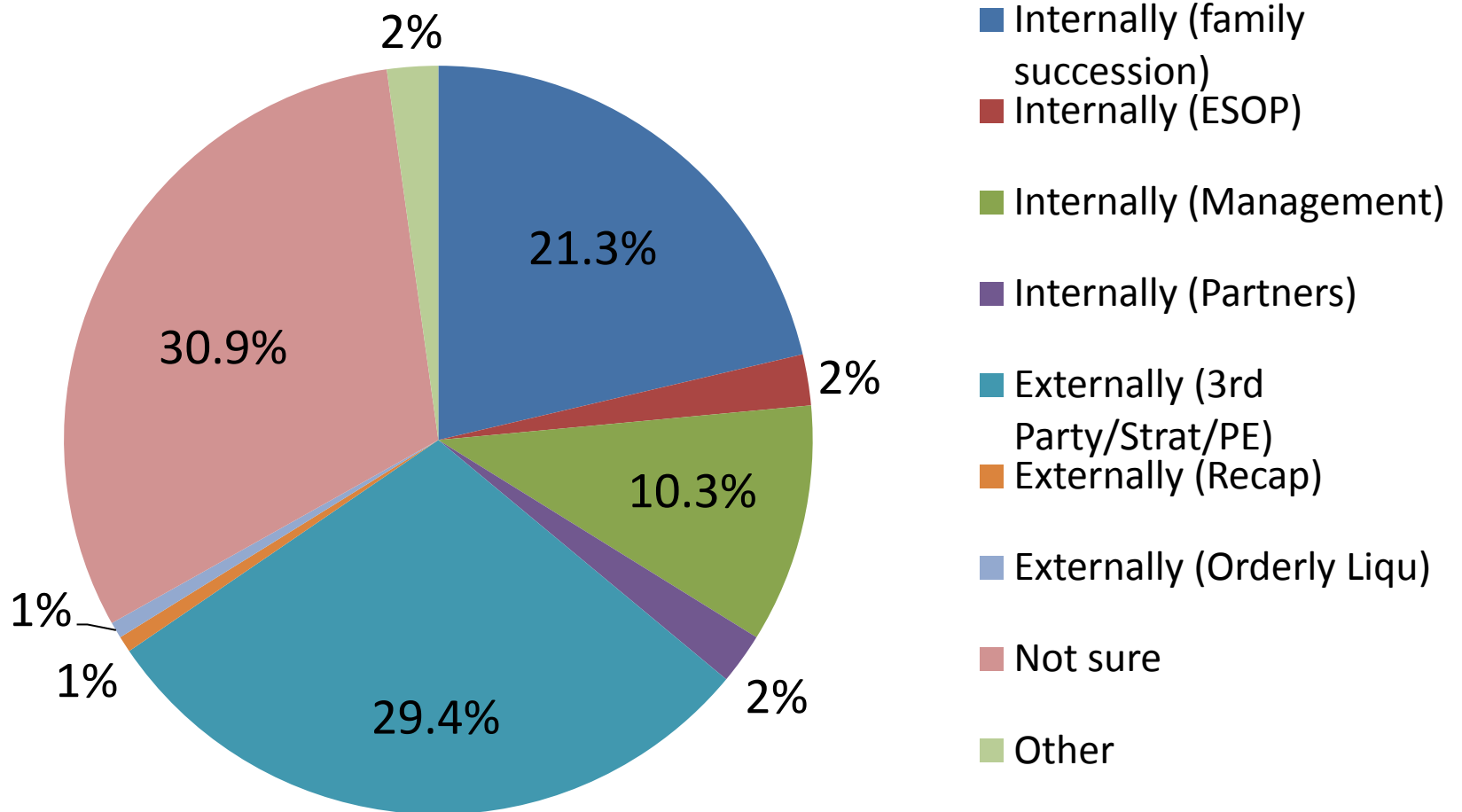
What best describes your companies transition plan?



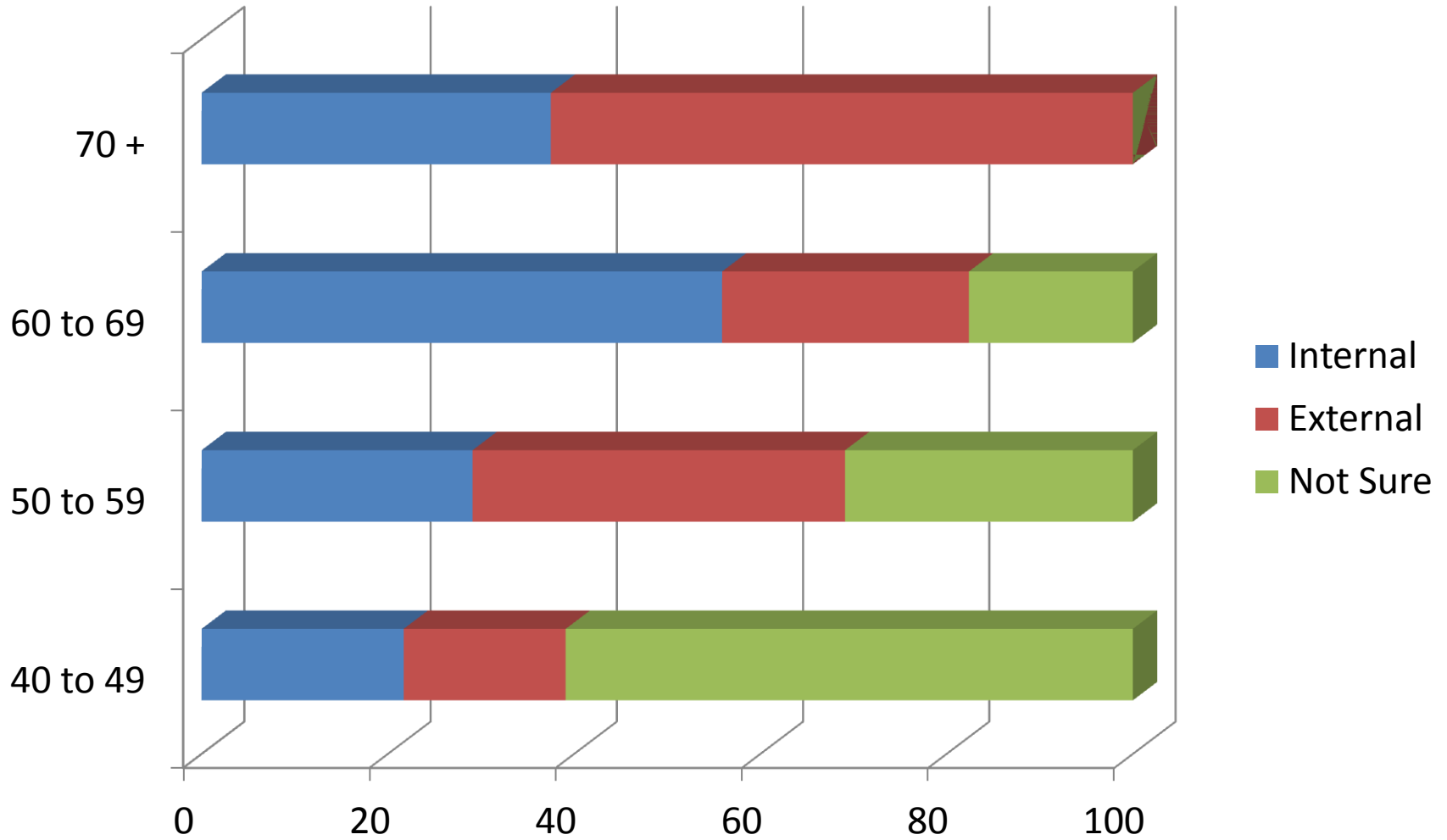
What do your plans encompass?



What best describes how you are planning on transitioning?



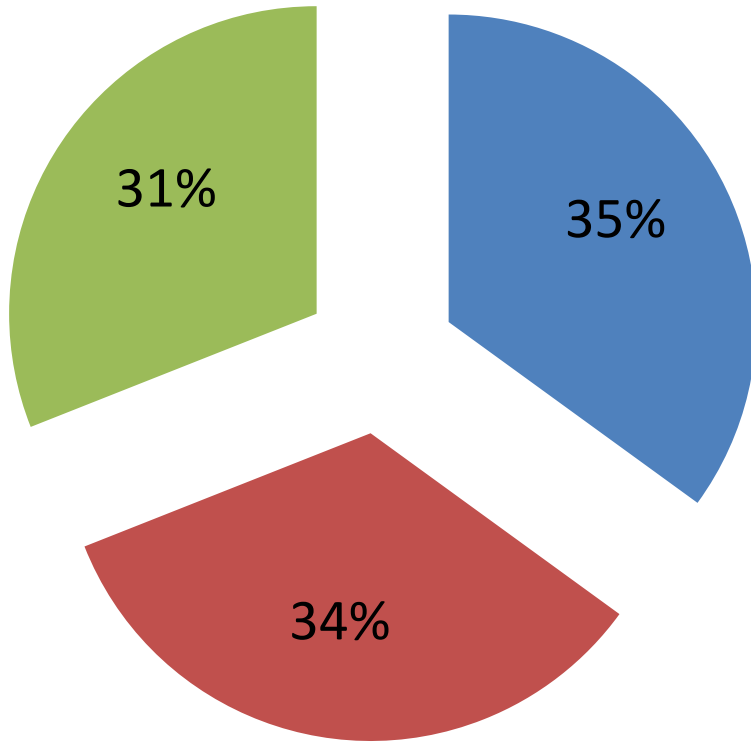
Transition Plans by Age



Transition plans by revenue size

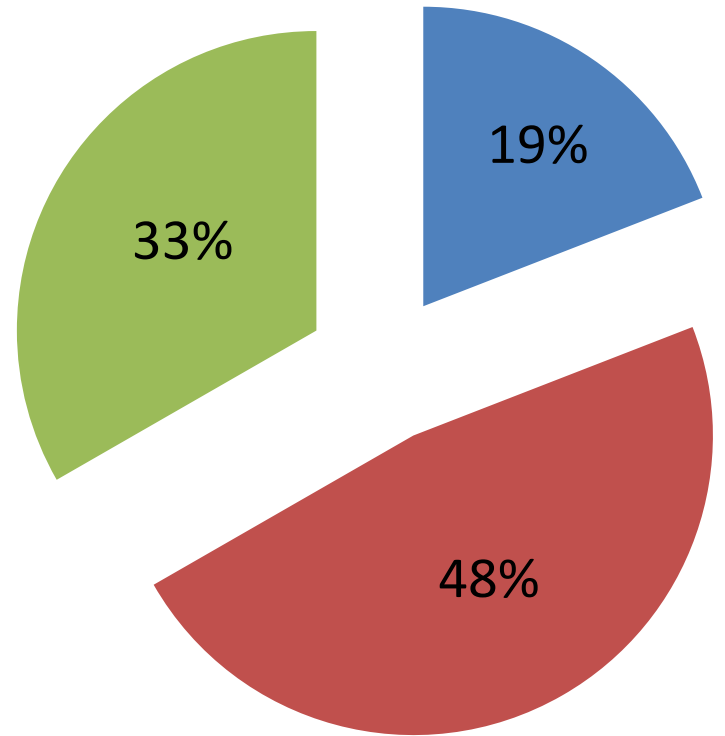
< \$50M

■ External ■ Internal ■ Not Sure



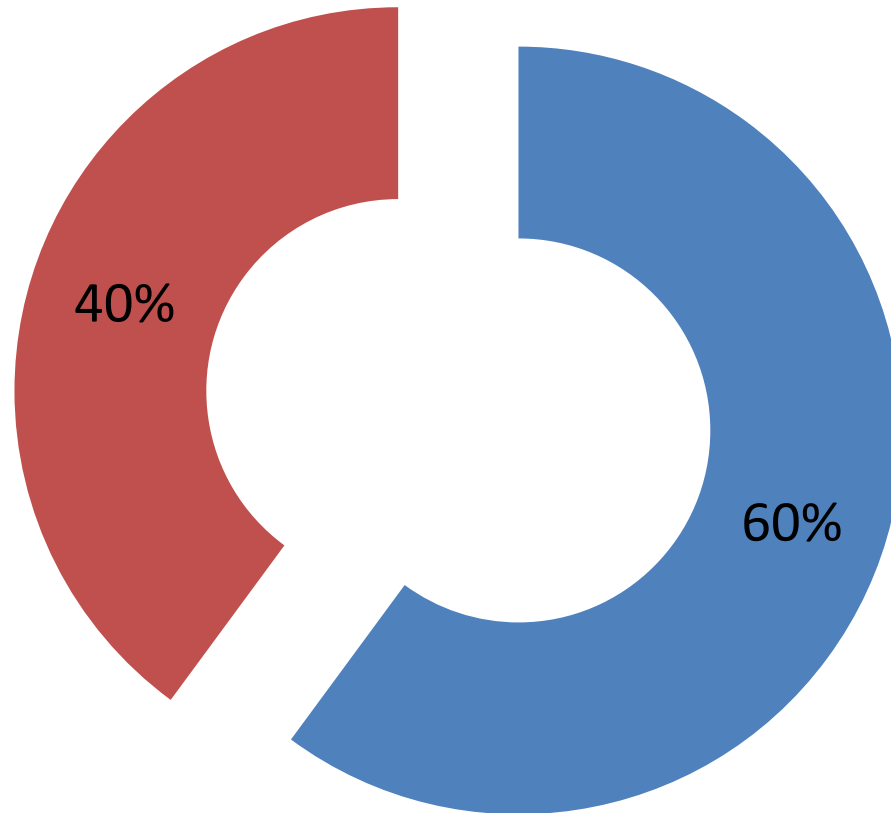
> \$50M

■ External ■ Internal ■ Not Sure

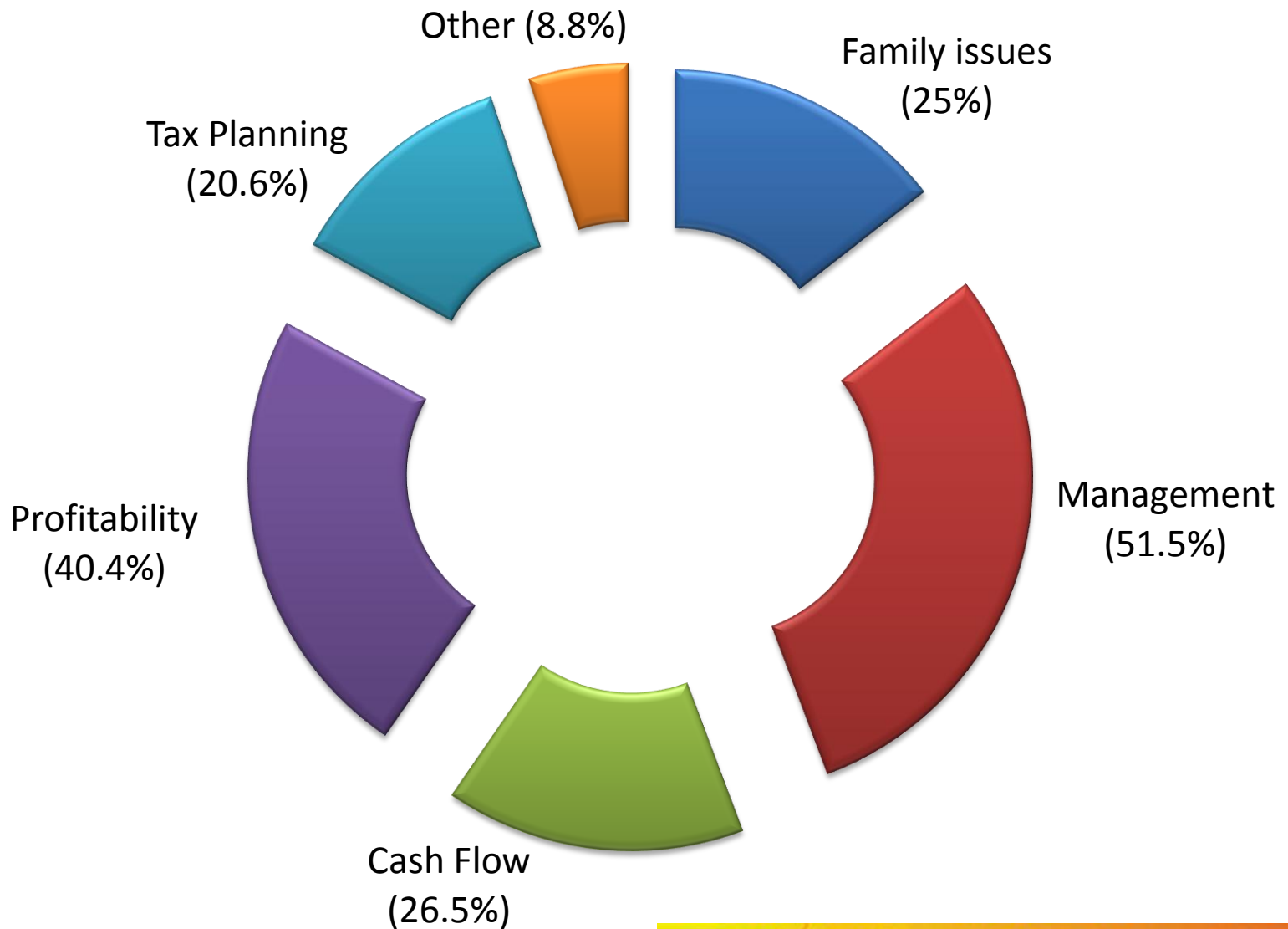


Do you have provisions in place if key personnel or shareholders should get ill, die or otherwise exit the company?

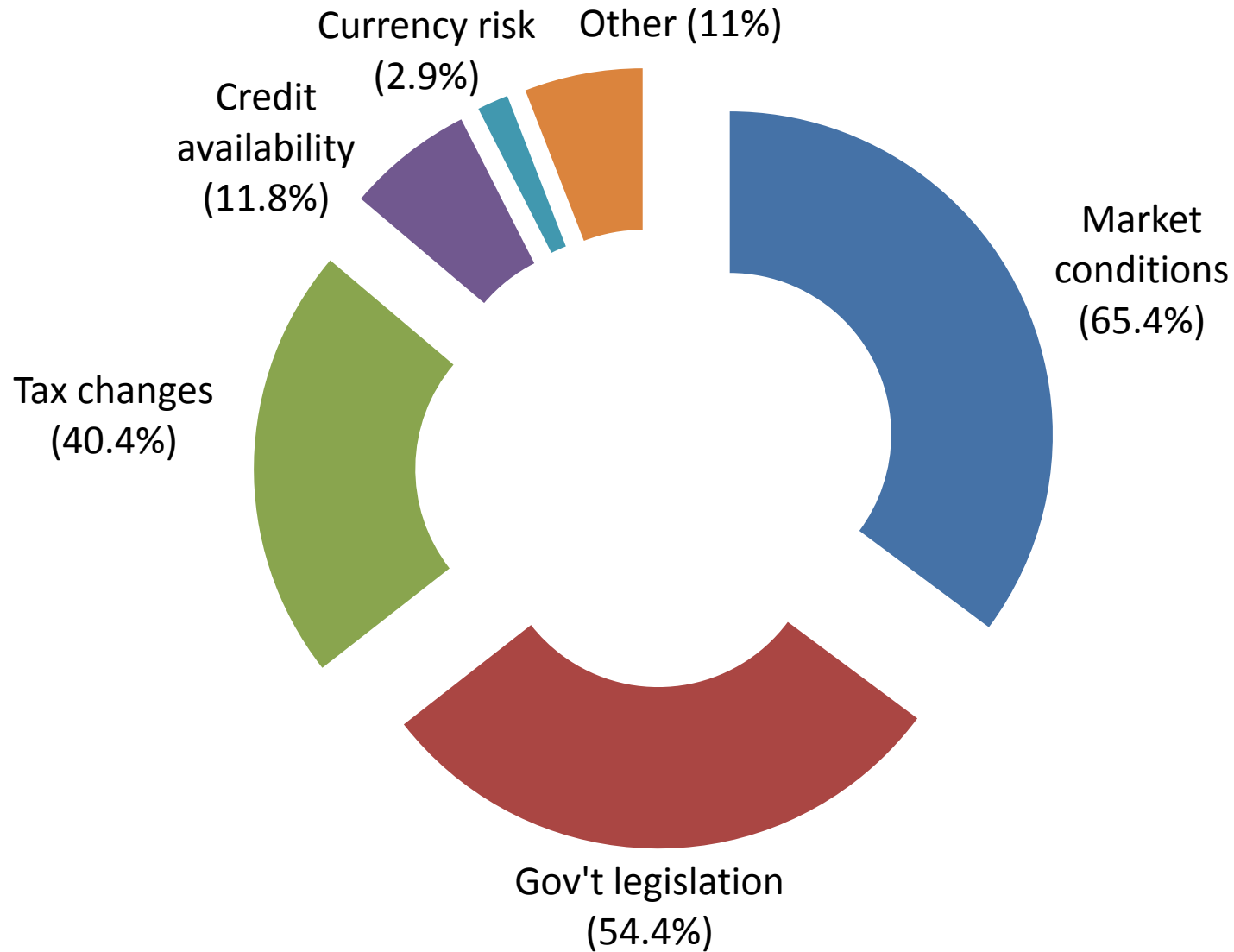
■ Yes ■ No



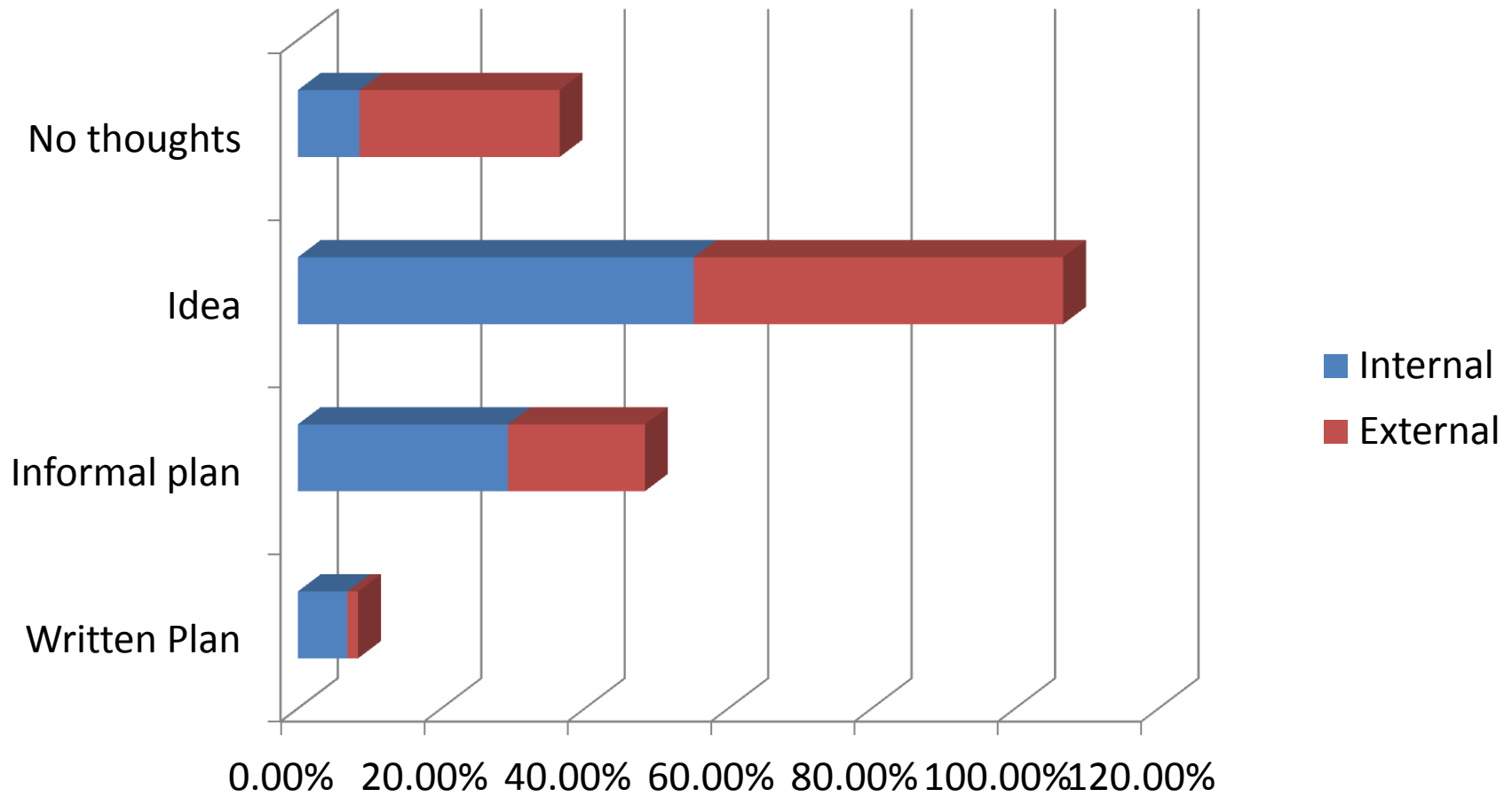
What are your biggest internal concerns?



What are your biggest external concerns?

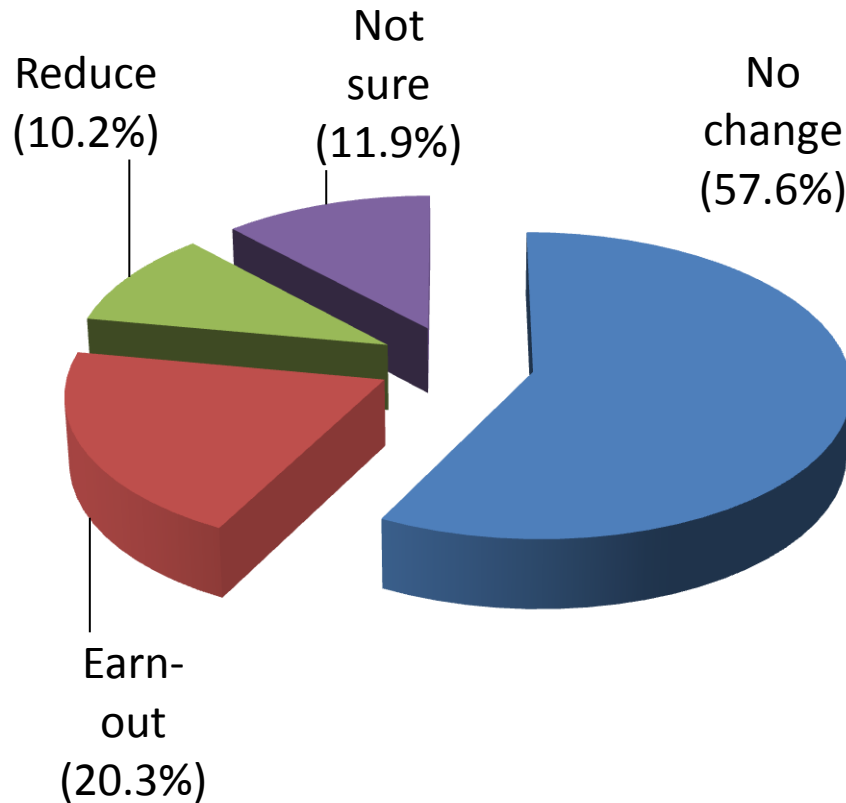


Which describes your post transition “life after the business” plan?

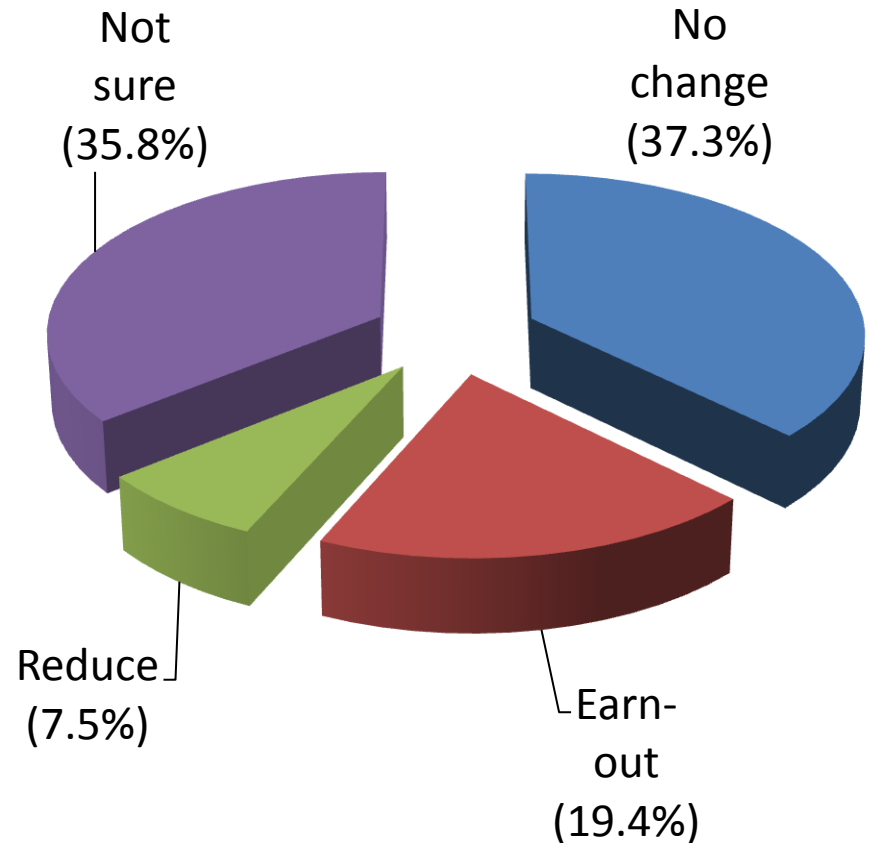


Describe potential changes to your lifestyle following transfer of ownership

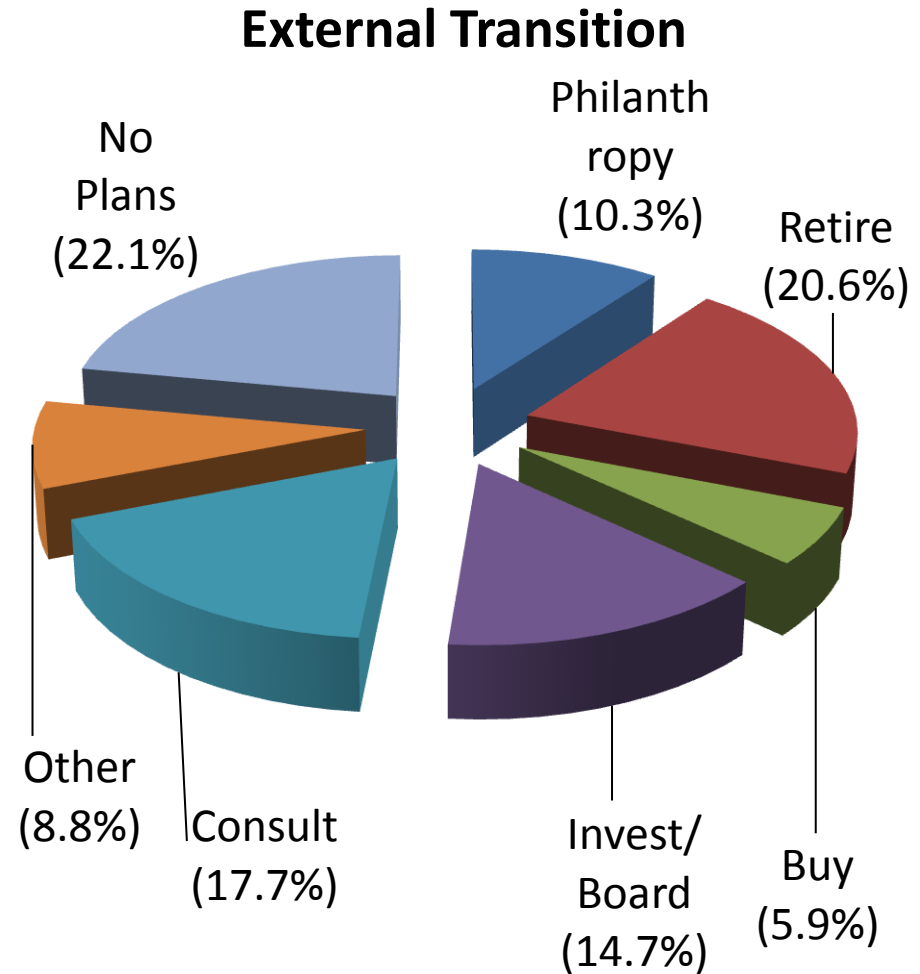
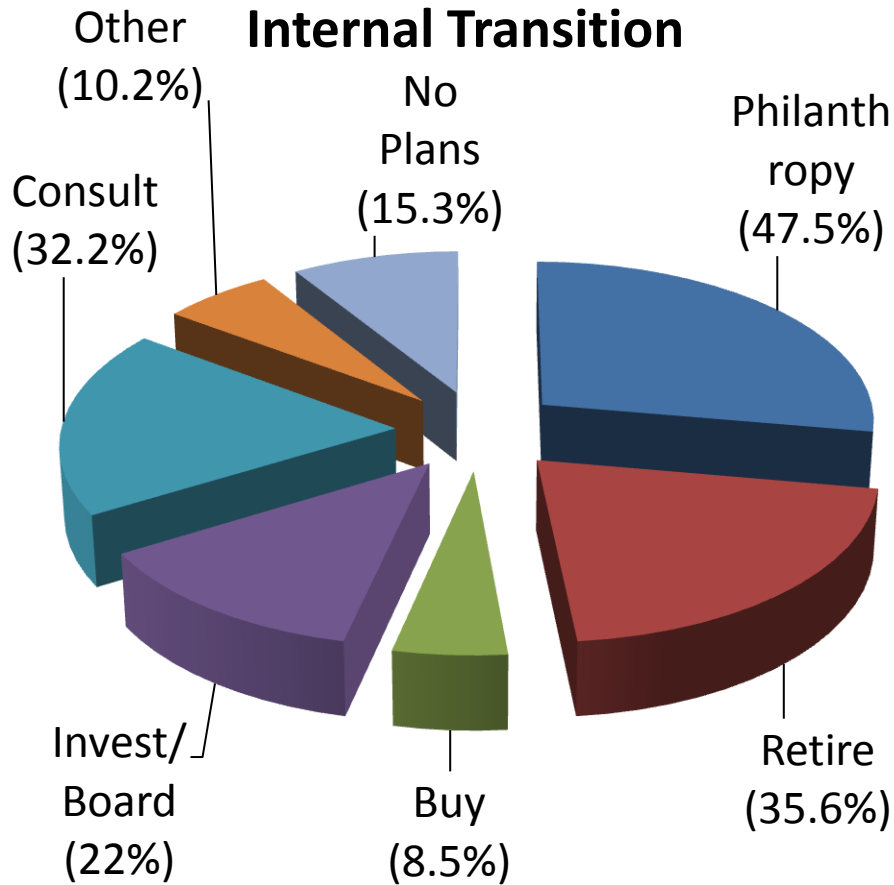
Internal Transition



External Transition

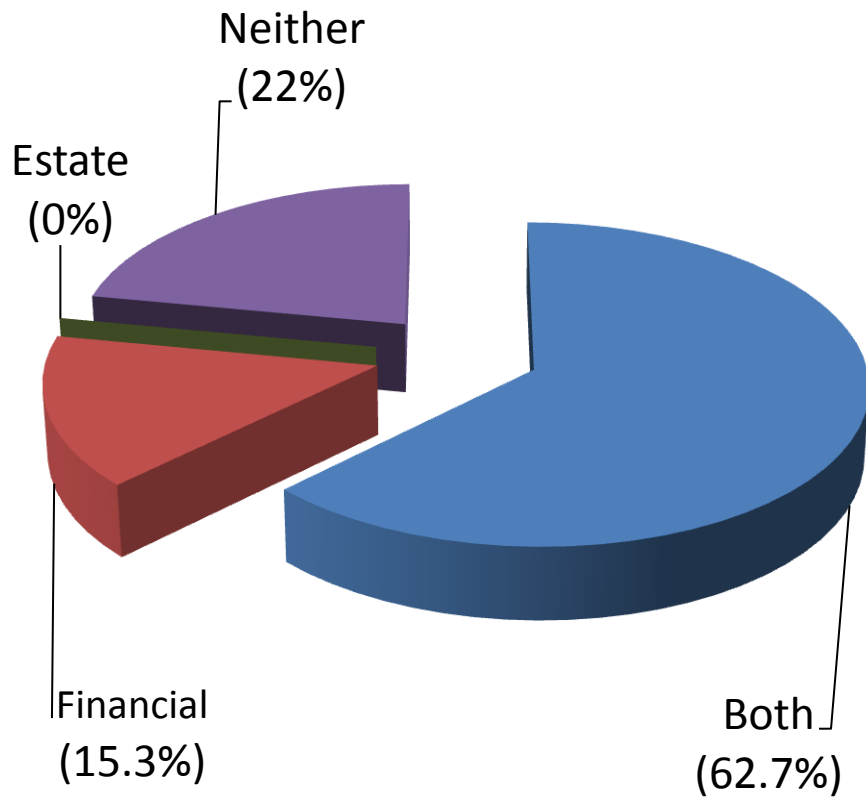


What do you plan to do post-transition?

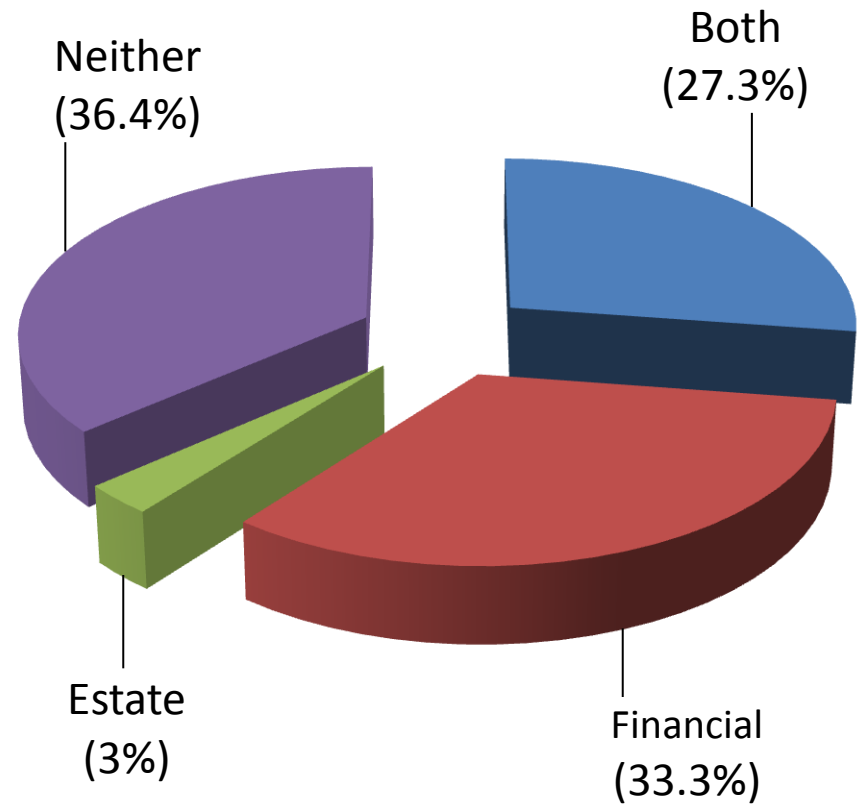


Have you incorporated into your personal financial and estate plans?

Internal

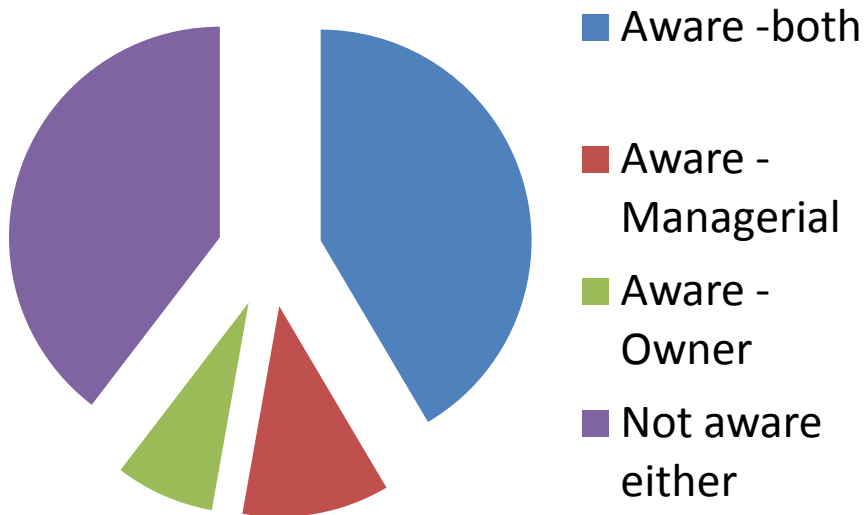


External

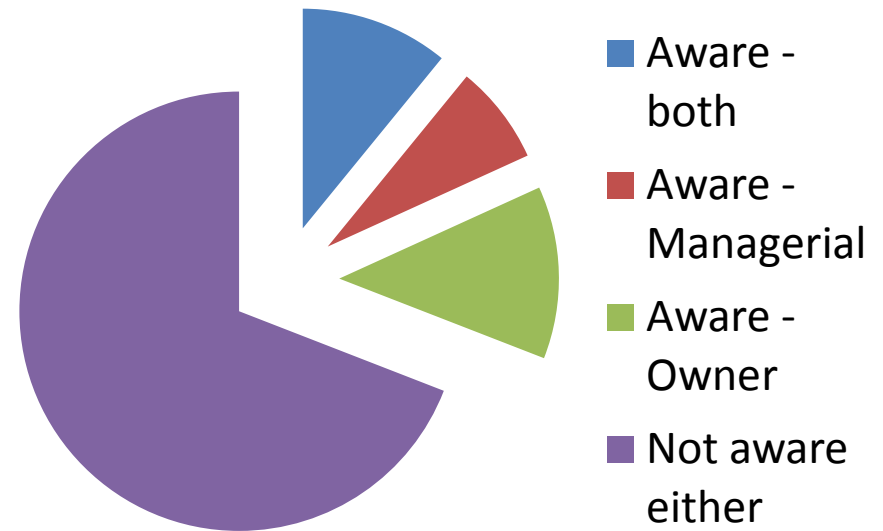


Level of employee awareness of the managerial and ownership transition plans.

Internal

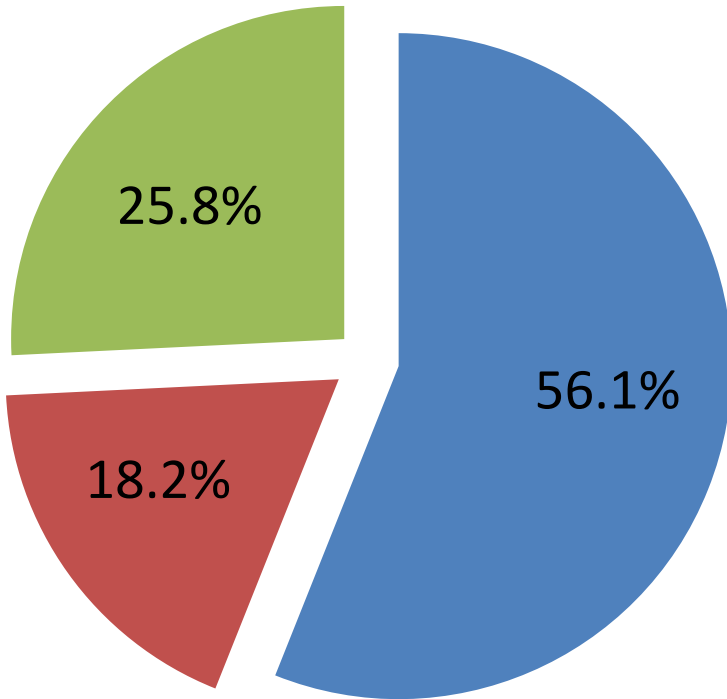


External



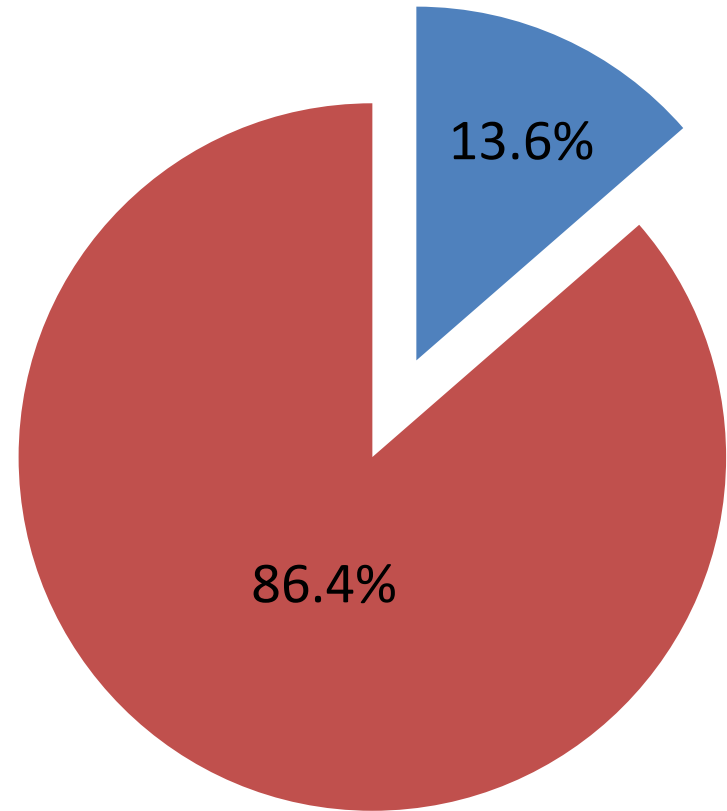
External: Current understanding of value of business

- Good idea
- Formally valued <1 yr
- Not sure



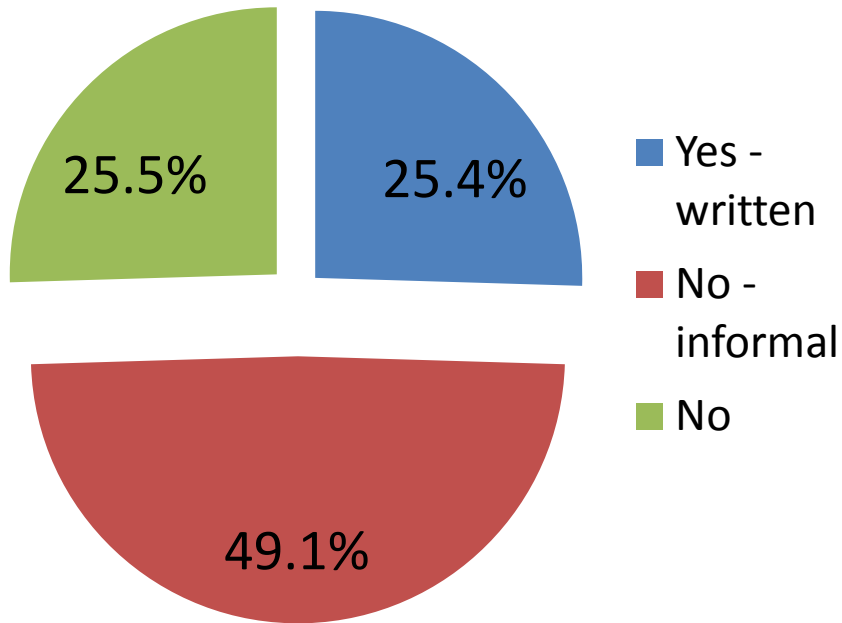
External: Pre-transition VE project last 2 yrs

- Yes
- No

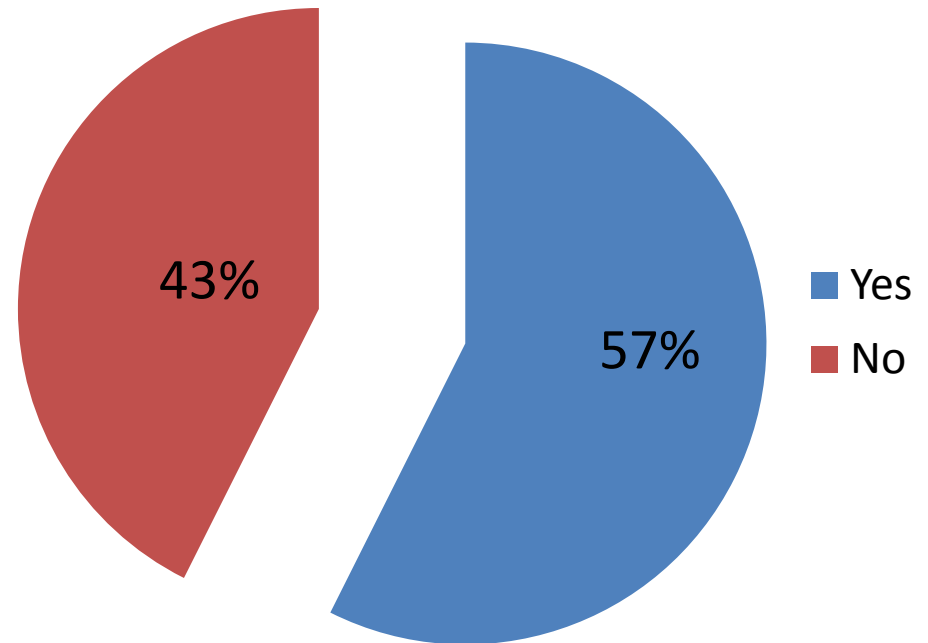


Internal Transitions: comparing strategic plans versus strategic moves in next 5 years

Strategic Plan



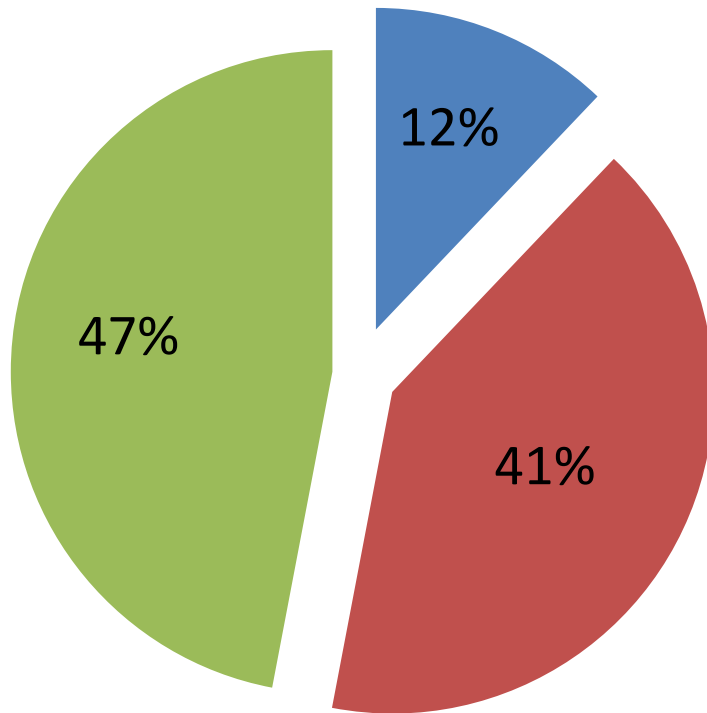
Strategic Moves in next 5 years



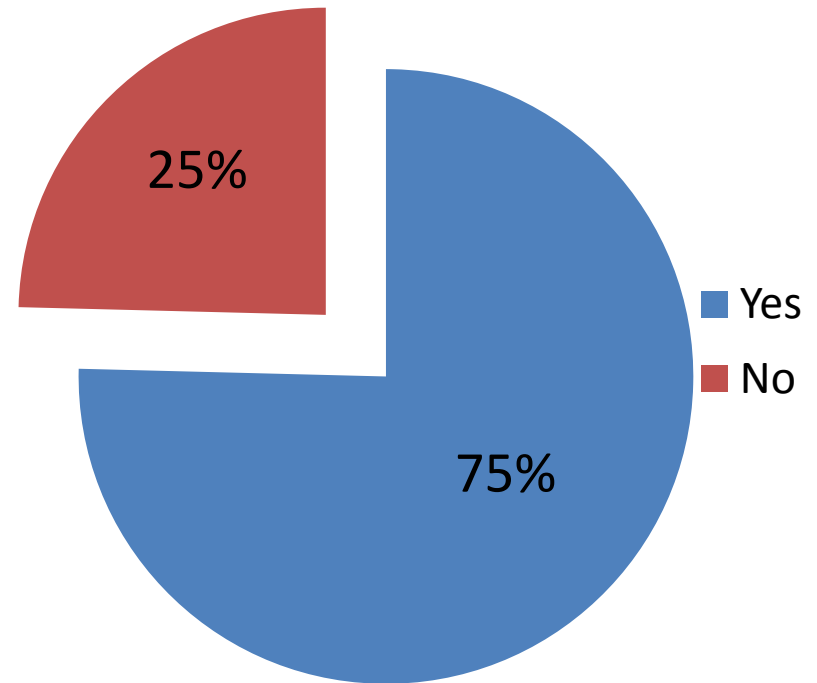
External Transitions: comparing strategic plans versus strategic moves in the next 5 years

Strategic Plan

■ Yes - written ■ No - informal ■ No



Strategic Moves in next 5 years



Why is this important?

- Share with your clients
- Open the door on conversations
- Great Business Development Opportunity