

VALUE ACCELERATION & EXIT PLANNING

Do you have a business transition plan? Without a strategic business transition plan your goals of building a valuable asset for the future or selling your business can be elusive. Value acceleration and exit planning strategies will increase your opportunities for success in either scenario and guide you away from common entrepreneurial traps by focusing your attention on value drivers.

There are numerous exit and transition strategies available. Windes offers value acceleration and exit planning services tailored to your specific business and personal goals to help you understand and decide which internal and external options are best for your situation. We will create a comprehensive plan that integrates your life goals with all aspects of your financial life, including pre- and post-liquidity planning, risk management through insurance, contingency planning, legacy planning, as well as the impact of both income taxes and potential estate taxes.



WHAT IS VALUE ACCELERATION?

Value acceleration is a proven process that focuses on value, growth, and alignment of personal and business goals. It creates a roadmap to success by providing you with key deliverables and metrics that connect daily business activities to measurable drivers, mitigates risk, and focuses on value. This method renders the timing of an exit irrelevant, as the business is always “ready” should an unexpected event occur.

BENEFITS OF BUSINESS READINESS WITHOUT WANTING TO SELL

- ◆ Increases annual income and enterprise value
- ◆ Prepares for unsolicited offers
- ◆ Provides sound business practices and strategies
- ◆ Provides a contingency plan

WHAT IS EXIT PLANNING?

Exit planning is a business strategy that asks and answers all the business, personal, financial, legal and tax questions involved in transitioning your privately owned business. It includes contingencies for death, disability, divorce, disagreement, distress and disease. Its purpose is to maximize the value of your business at the time of exit, minimize taxes, and ensure you are able to accomplish all personal and financial goals in the process.

BENEFITS OF EXIT PLANNING

- ◆ Identifies value gaps and transferability obstacles
- ◆ Produces a smooth management transition
- ◆ Establishes clear priorities, strategies and timeframe
- ◆ Minimizes income and estate taxes
- ◆ Makes company more attractive to buyers
- ◆ Minimizes risk
- ◆ Increases value for all stakeholders
- ◆ Prevents costly mistakes and surprises

VALUE ACCELERATION & EXIT PLANNING OBJECTIVES

Windes can assist with the following objectives:

- ◆ **Business Roadmap** – Identify the value and current status of the assets in your business. Gain an understanding of the steps required to increase the value of the business, including internal and external factors, that will make the business more attractive to potential buyers.
- ◆ **Selection of Exit or Transition Strategies** – Learn about the internal and external options available to the business owners and when each may apply. Discover what to consider as you select your transition team and understand what it takes to successfully exit or transition the business, including marketing the business, due diligence and negotiations.
- ◆ **Financial Roadmap with Life Goals** – Receive a comprehensive plan that integrates your life goals with all aspects of your financial life, including pre- and post-liquidity planning with what structures are appropriate.
- ◆ **Personal Identity** – Now that the business is sold, what's next? Post-liquidity event, owners face a variety of new questions, such as those involving life purpose and priorities for spending time. Relationships with family and friends may change as owners adjust to having a new level of freedom. We work with business owners to provide the tools to help them make better decisions for their family and understand the impact of their decisions.

Our value acceleration and exit planning advisors are ready and eager to assist you in maximizing the value of your business, monetizing that value, minimizing income and estate taxes in a tax environment that is certain to become less favorable to business owners, and moving you from success to significance with respect to your life goals.

For more information about [Value Acceleration and Exit Planning](#) and how Windes can assist you with a successful business transition plan, contact Robert Henderson or visit us at windes.com.



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- ◆ Joined Windes in 2013 and is a Partner in the firm's Tax department.
- ◆ Provides value acceleration and exit planning, tax advisory, compliance, and accounting services to closely-held, lower middle market and main street businesses.
- ◆ Serves companies in the manufacturing, resell and distribution, technology, real estate, professional service, and retail sectors, as well as franchise and restaurant owners and high-net-worth individuals.

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