



### Exit Ready?

Optimize Value  
*Before You Sell!*

### Succession Isn't Just A Plan. It's A Passage

Whether you plan to sell the business to an outside buyer or consider a management buy-out, it's critical that you take the right steps now so you can realize optimal value for your many years of effort and dedication.

### What to Focus On

To Maximize Value

You know the importance of good tax planning, legal advice and prudent financing arrangements. But did you know that one of the most important considerations to a potential buyer is **"How well does the business run *without you*?"** Even if you agreed to stay and run the business for a little while after the sale, eventually it will have to run under new ownership and management. And this is where owners typically run into the most challenges.

### How We Help

- ❖ **Your Vision & Goals** — This is a pivotal moment in your life. We take the time to understand your goals, needs, and vision. As your trusted partner, guide, and confidant, we'll help you design a transition that reflects a lifetime of effort—focusing on your exit timeline, type of transition, and what matters most to you.
- ❖ **Business Review** — We begin with a full diagnostic of your business: team roles, communication strength, decision-making, culture, and operational flow. Our aim is to identify where things are working—and where they need support—to ensure the business can run smoothly without you.
- ❖ **Vision Alignment & Strategic Direction** — We will align your leadership team around a clear, shared vision. From there, we define the strategic priorities and direction required to bring that vision to life—ensuring everyone is moving forward together.
- ❖ **Optimization & Scaling** — Next, we design the kind of organization needed to support the strategy: clear structure, defined roles, strong systems, and effective tools. We help you eliminate confusion and build a culture and infrastructure that supports sustained growth.
- ❖ **Leadership Development & Team Excellence** — We will equip your leaders with the skills to lead strategically and resiliently—especially in uncertain moments. We also strengthen team dynamics: improving trust, communication, and collaboration to ensure the organization thrives under new leadership.