Preparing a Company for Exit:
Services Advisors Can Perform to Add Value

	Advisors						
Value Added Services	**Attorney**	**CPA**	**Financial Planner**	**M&A Advisor**	**Insurance Agent**	**Business Appraiser**	**Growth Consultant**
Assist the Business Owner(s) select his/her *Exit Planning Advisory Team*	X	X	X	X	X		
Help the Business Owner(s) define their Exit Planning needs (his/her *WHY*), motivations and objectives	X	X	X	X	X		
Develop a contingency plan should the Owner(s) suddenly die or become disabled; consider both ownership and management	X	X	X		X		
Determine the necessary sale price of the Business in order to meet the Business Owners' post-sale financial needs			X				
Determine the current value of the Business on both a "Stand Alone" and "Add On" basis		X		X		X	
If the value of the Business is unable to meet the Business Owners' financial needs, develop a Growth Plan						X	X
If there is an anticipated internal transfer, develop a plan to "groom" the successor(s) for eventual ownership and management							X
Review existing Buy/Sell Agreement to insure the provisions are updated and consistent with Business Owners' objectives	X		X		X	X	
In preparation for a Third Party Sale, perform legal and financial pre-due diligence on the Business	X	X		X		X	
Assist the Business Owner(s) identify the advantages and disadvantages of internal and external ownership transfers	X	X		X			
Determine the transfer tax and income tax consequences of transitioning ownership by gift, bequest or sale.	X	X					
Assist the Business Owner(s) implement the chosen internal or external Exit Strategy	X	X	X	X	X	X	X
Create a post-sale investment plan consistent with the Business Owners' spending and legacy objectives	X		X				
Develop asset protection mechanisms to preserve and protect the Business Owners' assets	X		X				
Update the Exit Plan and Estate Plan on an on-going basis as both business and personal circumstances change	X	X	X	X	X	X	X