

OVERALL EXIT READINESS

52%

NEEDS WORK

Score: 21 / 40
Industry avg: 58%

Dimension	Focus Question	Rating	Status
1. Financial Clarity	Are the books clean and buyer-ready?	★★★☆☆	IMPROVE
2. Revenue Transferability	Does revenue stay when you leave?	★★☆☆☆	PRIORITY
3. Owner Dependency	Can the business run without you?	★★☆☆☆	PRIORITY
4. Revenue Predictability	Recurring vs. transactional revenue mix	★★☆☆☆	PRIORITY
5. Competitive Position	What protects revenue after the sale?	★★★★☆	STRONG
6. Growth Runway	Is there a credible story for future growth?	★★★☆☆	IMPROVE
7. Personal Readiness	Do you know what you're exiting to?	★★★☆☆	IMPROVE
8. Financial Freedom	Will the proceeds fund your life?	★★☆☆☆	PRIORITY

TOP PRIORITY ACTIONS

- 1 Clean up financials: ensure 3 years of professionally prepared P&L; and balance sheets are ready for buyer review. Address any personal expenses running through the business.
- 2 Reduce owner dependency: document top 3 customer relationships and transition primary contact to a team member or documented process within 90 days.
- 3 Build recurring revenue: identify at least one service that can be converted to a monthly retainer or maintenance contract to improve revenue predictability and valuation multiple.

This scorecard is for advisory purposes only and does not constitute a formal business valuation.

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