



ARNERICH MASSENA

Leave your legacy.



Matt Sampson,
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*Senior Investment
Advisor, Certified Exit
Planning Advisor*

Helping you build the right exit strategy for your business.

PLAN AHEAD.

We help you prepare today so that when you are ready, your business is positioned to maximize positive outcomes when you reach a liquidity event.

UNDERSTAND YOUR OPTIONS.

Having such a wide range of potential exit options can be daunting; we help you understand and navigate the choices, whether you are seeking intergenerational transfer, a management buyout, a sale to a third party, recapitalization, or other exit strategy.

KNOW YOUR GAPS.

What is your profit gap, value gap, and wealth gap? How can you narrow those gaps and set your business up for a successful exit?

BUILD YOUR TEAM.

A successful transition requires expertise from all corners. We help you put together the right team of professionals, and coordinate the collaboration.

ALIGN YOUR GOALS.

We can help you find the alignment between your goals for your business, your financial objectives, and your personal or family goals.

TURN INTENTION INTO ACTION.

How do you make your intentions happen? We can help you move the process forward with a concrete action plan that addresses business, personal, legal, financial, tax, and insurance issues for every stage.

“Coming from a family of business owners, I’ve seen firsthand how important it is to plan for an eventual exit. Business owners often put their life’s work into growing and creating a business, taking immense pride in providing for their families and generating value for the many stakeholders involved in the success of the enterprise. Yet so many business owners wait too long to plan for their exit. Building your advisory team, managing toward growth and eventual exit, and having an understanding of one’s exit options puts business owners in a strong position, no matter what curve balls come their way.”

Building lasting legacies in service of a greater good

Exit Planning Checklist

WHAT CAN YOU DO NOW TO BE READY LATER?

CONDUCT A BUSINESS VALUATION.

- It's critical to understand the current value of your business.
- Along with the valuation, assess the attractiveness of the business and its transition readiness.
- Ideally, you will do this annually.

ENGAGE IN STRATEGIC PLANNING.

- Assess business opportunities and risks.
- Actively pursue value enhancement.

MAXIMIZE TRANSFERABLE BUSINESS VALUE.

- Set a target.
- Focus on value, not income, as the primary business goal.
- Work on improving human capital, customer capital, social capital, and structural capital.

DEVELOP THE NEXT GENERATION OF LEADERSHIP.

- Integrate the next generation into decision-making and leadership.
- Imbue your business culture with the values that have helped make your company successful so that they permeate all levels of staff.

LEARN ABOUT YOUR EXIT OPTIONS.

- Educate yourself about different types of exits.
- Set your parameters and goals for transitioning the business.

PREPARE FOR A LIFESTYLE WITHOUT THE BUSINESS INCOME.

- Consider your personal goals for what you will do after the exit.
- Make sure you have a financial plan in place.

Contact us to learn more about how we can help you make your business exit a success.

Transition Planning

THE REALITY:

79% of business owners have no written transition plan.

49% have done no planning at all...

...and yet **99%** agreed that "having a transition strategy is important both for my future and for the future of my business."

50% of transitions are involuntary, forced exits.

75% of business owners regret selling their business just a year later.

Source: Exit Planning Institute

While the majority of family business owners would like to see their business transferred to the next generation, it is estimated that **70%** will not survive into the second generation, and **90%** will not make it to the third generation.

Source: Family Firm Institute