

***If you and your business are ready to sell, there are opportunities in selling your business now and significant dangers if you delay.***

- Do you find yourself thinking about getting out of your business?
- Are you wondering how to groom a successor?
- Is passing your company on to your children becoming increasingly unlikely?
- Are you getting tired of fighting the alligators and want a different challenge?
- Does the whole succession idea seem overwhelming?

If you can answer yes to any of these questions, it is time for you to create an Exit Plan. If you don't know how to get started, you are not alone. Few, if any, business owners know how to leave their businesses in style.

Leaving in style means leaving your business to the successor you choose, for the price you want at a time you pick. An Exit Plan makes all of this possible.

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Exit Planning is proven step-by-step process that leads you as a business owner to ultimate success — the profitable sale or transfer of your businesses. Thousands of business owners have tailored this process to meet their particular exit objectives and have left their businesses with more cash than they ever imagined and — with no regrets. In short, Exit Planning is the deliberate, adaptable, and customized process that you use so you can leave your businesses on your own terms and schedule.

#### **A complete Exit Plan illustrated in seven simple questions:**

1. What are your exact retirement goals and what it will take *in cash* to reach them?
2. How much your business is worth today, *in cash*?
3. What are the best ways to maximize the income generated by your business interest?
4. How do you sell your business to a third party and pay the least possible taxes?
5. How do you transfer your business to family members, co-owners, or employees while paying the least possible taxes and enjoying maximum financial security?
6. Do you have a continuity plan for your business if the unexpected happens to you?
7. Does your family have financial security if the unexpected happens to you?

How you answers these questions will determine how successful your plan will be. Taking you through a formal seven-step process, Sunbelt Business Advisors works with you and your team of advisors to create and implement a business exit strategy. This strategy will maximize the value of your business and minimize taxes, while securing the financial future for you and your family.

#### **The Seven-Step Exit Planning Process**

The Seven Step Exit Planning Process is a customized comprehensive approach to designing and implementing a successful exit from your business. Exit Planning uses your unique personal objectives to convert your current reality into the desired outcome. The Exit Planning Process helps maximize the financial return, minimize tax liability, plan for contingencies and increase the likelihood of a successful transfer of the business.

1. Establishing Owner Objectives
2. Establishing Business Value and Personal Resources
3. Maximize and Protect Business Value
4. Ownership transfer to a Third Party
5. Ownership transfer to Management or Family Members
6. Business Continuity
7. Personal Wealth and Estate Planning

#### **The Bottom Line**

##### ***Owners Face a number of barriers to a successful exit from their businesses:***

- Most owners don't know that there is a proven Exit Planning Process.
- Traditional business advisors are unaware of all that can be done to assist owners as they begin to plan for their business exits.
- Without a plan, exiting your business can appear daunting and, as a result, owners wait until it is too late to undertake it.

##### ***What can you do to get started?***

Become educated about the Exit Planning Process. Subscribe to our eNewsletter. Read the No. 1 book on Exit Planning, "How To Run Your Business So You Can Leave It In Style". Attend an informal Executive Briefing on Exit Planning. Take action — informed action — by working with an experienced Team of Advisors to initiate and implement your unique Exit Plan.

#### **Sunbelt knows what it takes to create a successful Exit Plan**

Each step of Exit Planning process explains what must be done (and by whom), why a particular action is important, what you can do and what types of advisors are likely to be of assistance. Sunbelt's team members have extensive experience in navigating companies through the process.

**Call us to discuss the design and implementation of your Exit Plan.**