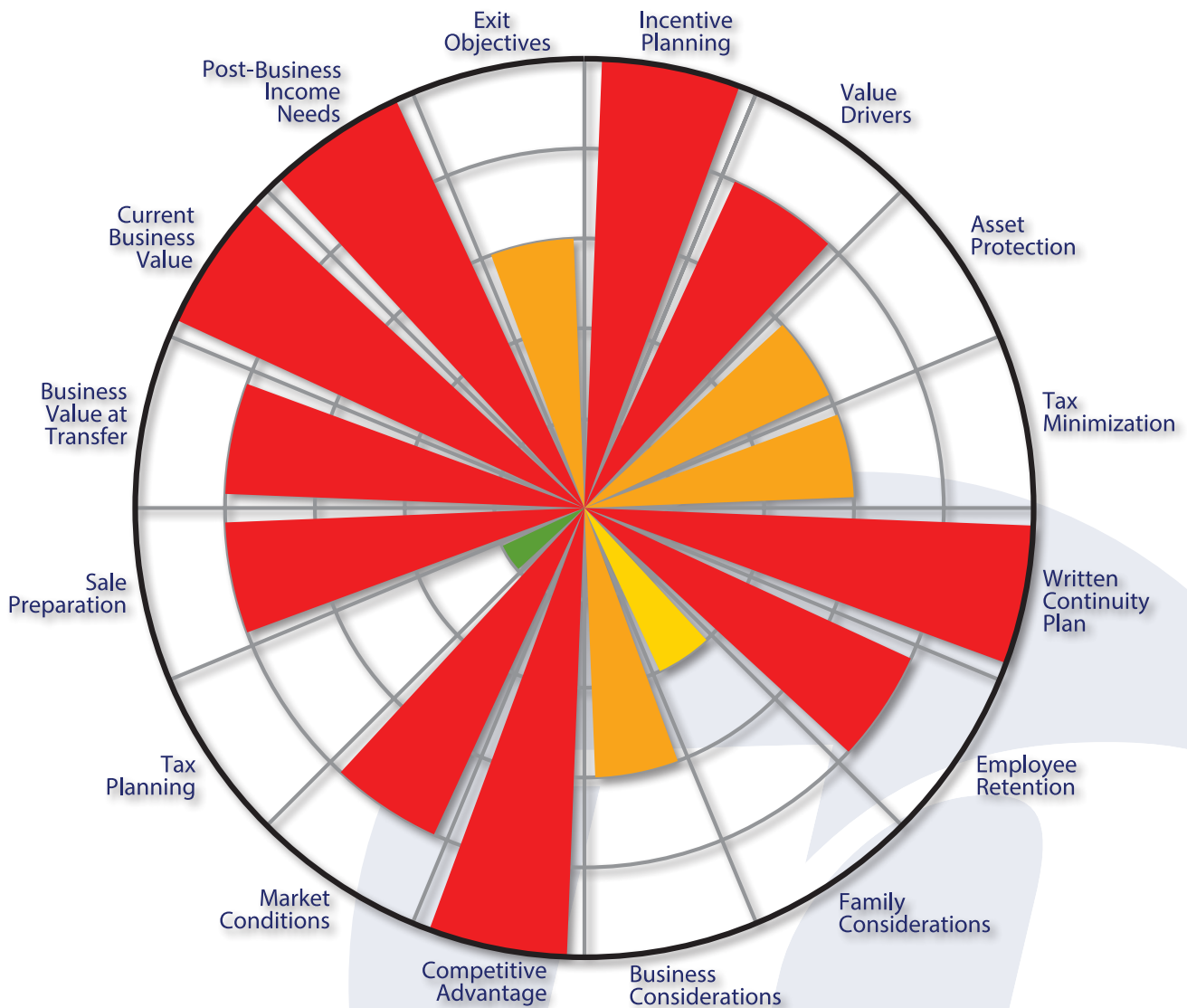


Although most business owners have a vision for life after business, studies show that the vast majority don't have a formal strategy in place to ensure their business and personal goals can be accomplished. Whether growing value for strategic or for exit goals, the Nperspective Exit Planning Process or our Value Enhancement Track will put you where you want to be, on your timetable and on your terms.

EXIT PLANNING - Comprehensive or Modular Track

- 1 Establish Exit Objectives** – guiding your through the exercise of determining your desired departure date, the value you want or need from the business and to whom you want to sell/transfer your business.
- 2 Build Value Drivers** – Specific recommendations to help protect existing value drivers and grow business value. Based on your needs, these recommendations may include installing or updating financial reporting systems, aligning employee performance with profitability goals or protecting proprietary information through covenants not to compete with key employees, all of which we can help you implement through our Strategic Services.
- 3 Determine Exit Path** – Exploring the options of transfer to family or employees or selling.
Transfer to Insiders – a detailed plan to ensure you receive the price you desire, minimize the risk of non-payment and ensure control of the business until you have been fully paid.
Selling to a Third Party – Strategies to improve the likelihood of a successful sale, and maximize your sale price and terms.
- 4 Business Continuity** – Planning to ensure that your goals (such as transferring the company to the successor of your choice and having your family receive full value for your ownership) are met whether you survive to see your business exit or not.
- 5 Wealth & Estate Planning** – Creating a well-balanced plan to protect your personal assets, manage wealth now and into the future and promote harmony in the family.

**Implementation Strategic Services
to Execute Your Exit Planning Strategies**



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Orlando 407.679.7600

Tampa 813.507.3600

S. Florida 954.651.8044

info@nperspective.net