Are You Prepared?

Becoming Financially Free from My Business – Checklist

Assembling Your Team – ***Do I have an experienced team that specializes in this type of process?***

- Private Wealth Consultant/Wealth Advisor
- Investment Banker/Business Broker
- CPA/Tax Consultant
- M&A Attorney
- Valuation Specialist
- Business Growth Advisor/Exit Advisor
- Estate Planning Attorney
- Insurance Specialist

Contingency Planning/De-Risking – ***What if something happens before I'm ready?***

- What happens to the business and your family if you die?
- What happens to the business and your family if you become disabled?
- What happens to the business and your family if you get sued?
- What happens to the business and your family if you lose a partner/key employee?

Before you decide – ***Should I sell or continue to grow?***

- Quality of Earnings Analysis – What's the real earnings number from the buyer's perspective?
- Valuation – How much is your business worth from the buyer's perspective?
- Profit Gap – What could you do to improve profitability?
- Value Gap – What could your business be worth as compared to best-in-class industry peers?
- Wealth Gap – How much do you need post tax to live your best life?
- Decide: Is more growth is needed or is now the right time to sell?

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Structuring the Sale & Finding a buyer – ***Who should I sell to?***

- Explore potential buyer types.
    - (competitor, strategic buyer, private equity, management, employees, family member)
- Work with Investment banker on structuring the deal.
- Getting your books together – work with tax consultant on preparing financials.
- Work with M&A Attorney on drafting the deal.
- Keep your foot on the pedal (transaction can take 3-9 months, don't lose value by slowing down)

Liquidity Event Pre - Planning – ***Am I prepared for the liquidity event?***

- Estate – how much is your overall estate worth?
- Tax Mitigation strategies.
- Comprehensive Financial Planning
- Trust & Estate Planning.
- Diversified Investment Strategy.

Post Transaction Pre - Planning ***– How will I fund my family's future life?***

- What will you do next?
- Income Planning – how will you get sustainable income from your proceeds?
- Asset Preservation – how will you preserve your nest egg from creditors & protect against potential lawsuits?
- Tax Planning – how will you manage your assets tax efficiently?
- Family Legacy & Charitable Planning – How would you like to be remembered?

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