



## EXIT ACTION PLAN

CATEGORY	TOPIC	ACTION		WHO	WHEN	COMPLETE
<b>Valuation Expectations</b>	Knowledge business valuation	<i>Determine a rough estimate of what your business is worth today.</i>	\$1,000,000 dollars	<u>George</u>	<u>March</u>	17%
<b>Valuation Expectations</b>	Satisfied with valuation	<i>Determine whether you would be satisfied with the amount of money that your business would be worth today.</i>	\$2,000,000 dollars	<u>Nick</u>	<u>April</u>	33%
<b>Valuation Expectations</b>	Improve business worth	<i>Implement strategies to improve your business worth before placing the business on the market.</i>	<i>We believe that we can increase the value of the business by concentrating on an expense reduction plan.</i>	<u>Mary</u>	<u>March</u>	50%
<b>Valuation Expectations</b>	Time frame	<i>Develop a time frame to sell the business.</i>	3 years	<u>Mary</u>	<u>October</u>	67%
<b>Valuation Expectations</b>	Handover transition	<i>Determine the transitional period (or time available to consult to the new business owner) that you would be prepared to offer a potential buyer.</i>	6 months	<u>George</u>	<u>October</u>	100%
<b>Personal Expectations</b>	Activities after sale	<i>Determine what you will do after you sell the business.</i>	<i>I will retire.</i>	<u>Nick</u>	<u>July</u>	17%
<b>Personal Expectations</b>	Sustainable lifestyle	<i>Calculate whether you will be able to sustain the proposed "post acquisition lifestyle" based on what the business is worth now.</i>	No – will need \$3, 000, 000	<u>Mary</u>	<u>December</u>	100%