BIG-HEARTED BUSINESS OWNER'S™ PRE-EXIT CHECKLIST

Timing Right

- You—are you mentally prepared to leave business?
- Business—can business survive without you?
- Economy—are valuations in your industry favorable?

Establish Goals of Exit

- Financial—what is your 'lifestyle freedom number'?
- How much is needed now versus later?
- What goals are in excess of this number for family or charity?
- How long would you be willing to remain in business post-sale?
- How much control do you want to retain over things like culture?
- Are there key people/family members in business worth consideration?

Establish Range of Values

What are valuation metrics of your business? EBITDA, growth, assets...

Drive Up Value Prior to Sale (3 years):

- Are you operating to increase profit, versus decrease taxes?
- Have you separated business and personal and estimated "add-backs"?
- Have you reviewed a due diligence checklist?

Review Your Best Exit Options

- What have others done in your industry?
- Internal or external buyers versus your range of value/non-financial goals?

Team Selection

Who needs to be added to your team? Bankers, advisors, biz brokers?

Mental Space for Work Ahead (busiest time of your life)

- Are you in a timeframe of excessive stress/workload?
- How can you create space?

Learn more about Matt, the book, and explore additional resources at **bigheartedbusinessowner.com**

A Big-Hearted Business Owner™ Resource from

THE BOTTOM LINE OF *Happiness*

MATT PARDIECK

BIG-HEARTED BUSINESS OWNER

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