

Business Exit Planning Assessment

The InCite Performance Group Business Exit Planning Assessment is designed to show a business owner how prepared the are currently to leave the business in the manner of their choosing.

The following Plan is based off the data collected during the Assessment. This Plan will prioritize and give direction to the items required for a successful business transition.

There are five sections; Financial, Planning Tax Legal, Risk and Insurance, Valuation, Business Continuity. Each section will provide notes around the Assessment data collected.

A detailed list of actionable items is provided at the end of the Plan.

**Business Exit Planning Assessment**

Financial



Notes:

1. Your personal financial plan has not been updated in 3 years. We identified 3-5% improvement to your financial performance if a more proactive strategy was in place.

2. Not modeling the financial exit keeps you in the dark for your future. This random approach could cost you and your estate millions of dollars.

**Business Exit Planning Assessment**

Planning Tax Legal



Notes:

1. The lack of annual tax planning and forecasting cold cost you a large portion of your estate. Proactive planning needs to become systematic in your exit planning strategy.
2. Your risk assessment strategy lacks complexity. This could cost a substantial portion of your net worth.
3. An unplanned event could have extreme consequences to your firm.
4. Exit options change frequently with new legislation and new creativity. Reviewing options every 2 – 3 years is valuable for a strong exit plan.

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Risk and Insurance



Notes:

1. Insurance to protect unplanned events can be a game changer in the value of the business. An annual review of your life and disability as well as any key employees is critical to protect the business.

2. A risk survey to determine what risks should be managed and how to treat those risks is necessary to protect the millions of dollars in your current business. Losing everything due to poor risk strategies is not an acceptable outcome for anyone.

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Valuation



Notes:

1. Business value improvement is the core of great exit planning. Growth of free cash flow will create options and choices for you and your business. You have a valuation, but it isn’t certain and you don’t have a system to track or improve that value. This is a step that must be put in place for a strong exit plan.

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Business Continuity



Notes:

1. You are missing an unplanned strategy for business continuity as well as a strategy for updating on an annual basis.

2. You are not staying focused on business continuity execution and implementation.

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**The Business Exit Planning Assessment and Plan will have 4 potential strategies:**

1. Agency will deliver the solution (may have additional cost and may be included).
2. Agency has a strategic partner that will deliver the solution (may have cost and may be included)
3. Agency will assist you in finding a third party solution.
4. Agency will give you advice on how to do it yourself.

**High Priority Items**

1.

2.

3.

**Medium Priority Items**

1.

2.

3.

**Low Priority Items**

1.

2.

3.

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