

EXIT Check List



419 The Parkway # 224, Greer SC 29650

864 641 8131 – info@chvgroup.com

Your Exit Check List

My Business – My Money – Myself

- Valuation that offers you the most realistic Sales Price for the Business
 - The Valuation should be offered as a going Business, but also if high growth can be anticipated, include a future component especially if you are offered substantial work (contract, etc.)
- Review with your CPA / Tax and Financial Advisor what the best deal structure is to retain the most Money and with your Wealth Advisor if the Financial Portfolio will sustain the lifestyle you plan to enjoy retirement.
 - If the Sale of the Business is critical to the Wealth Portfolio, the valuation becomes your most critical check list item.
- Do I know how I will spend the rest of my life? Voluntary work, Travel, Golf, Teaching or simply enjoy and go by the flow. Spend some time with people who did retire or have sold their Businesses, to minimize the “loss” and “bored” feeling.
 - Selling the Business to a trusted Buyer eases the transition anxiety, so the screening of potential Buyers is very critical.

Operational

- Strategy and Business Plan are in place and up to date
- The Product / Service portfolio are defined, and all are sorted in a Pareto portfolio and profitable
- Focus on increasing the Net Income, without making short cuts. Streamline the operation and cut all un-necessary expenses, Focus grow on the high profitable Products/Services.
- Customer concentration, no Customer more than 25% of Sales if possible long-term agreements.
- Barriers to entry – whatever your focus on product or customer, build very defensible positions
- Management Team, can run the Company independently without your Daily presence, Empower
- Your Key Employees are tied to the organization through contracts or incentives. Management if diversified in different set of shoulders
- Performance Measure – have a KPI system in place
- Procedures and Systems are in Place
- Buildings and Equipment are presentable and organized
- Contracts – Licenses – Insurances are all up to date
- Have a list of issues – past or current that will come up in a due diligence
- Have a good reason to sell

Get a good [advisory](#) Team in place, be upfront and open with financial disclosure and all information. No Surprises!
