The Exit Planning Process:

Data Collection	Valuation/Analysis	Recommendations	Implementation
Initial Meeting with Client to Discuss Process	Prepare a Detailed Business Valuation	Detailed Analysis of the Client's Exit Options	Coordinate with client's CPA and attorney
Client Completes Detailed Questionnaire	Analysis includes Most Likely Price and Optimal Deal Structure	A Personal Action Plan to Ensure that the Client and Client's Family Are Ready for the Exit	Pre-transaction due diligence on business
Internal discussions and review of data	Value Factor Analysis Examines Company Through the Eyes of a Prospective Buyer to Show Client what Drives Value	A Business Action Plan to Ensure that the Business is Ready for the Client's Exit	Update estate plan
Meeting with client to discuss findings			Prepare wealth management plan
			Focus on Building Value by Improving Value Drivers
			Implement Exit Strategy