EXIT PLANNING ROAD MAP
3-5 YEARS PRIOR TO EXIT

Establish Your Goals & Objectives

01

- Identify the reason and motivation for leaving
- What are your desired outcomes?
- Consider you personal, financial, family, & employees

Work With a Financial Advisor & Develop Retirement Plan

02

- A personal financial planner will assist and guide you through the process of developing a comprehensive retirement plan
- Start with taking inventory - of your assets, liabilities, Investment account, Retirement account - called a Personal Financial Statement
- Determine your Exit Date (or range - within 3-4 months)
- Forecast your PFS to balances at the Exit Date
- Develop a retirement living expense budget
- Consider downsizing house, cars, location, lifestyle, travel plans, etc.

What is Your Business Worth?

03

- At this stage you should obtain a good idea of what your business is worth
- Benchmark KPI's against peer companies, & assess operational risk
  - How does this fit into your retirement plan?
  - Will you need to CASH OUT to fund your retirement plan or can you leave it to your children?
- Is there a "VALUE GAP" between what you thought it was worth and what the assessment is?
- Engage a business advisor to develop a Rapid Growth and Increasing Business Value

Choose Your Succession Strategy

04

- Transition to a Family Member: Typically accomplished through an Estate Plan or Gifting Plan
- Inside Sale: (to employees or management) Such as an ESOP or MBO
- Outside Sale: Typically an outside sale will obtain the highest payout but is also the most complex transaction

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EXIT PLANNING WITH DHJJ

01 Establish Your Goals and Objectives

1 - 2 hour Exit Consultation Session with seasoned DHJJ financial advisors

02 Work With a Financial Advisor & Develop Retirement Plan

Partner with a financial advisor to build a personalized retirement plan. DHJJ offers comprehensive business and financial advisory services tailored for both businesses and business owners. Our Certified Financial Planners™ are also CPAs, skilled in balancing your current wealth with future goals and creating tax-efficient strategies. Your success is our priority.

03 What is Your Business Worth?

DHJJ offers the following services that will assist you to determine what your business is worth. From a buyer's perspective, determine your financial strengths and weaknesses, and assist you with quantifying your company's operational risk - which can lower value.

Benchmark Analysis

Compare your company's financials and KPIs to industry standards, helping leaders pinpoint performance gaps and improvement areas.

Indication of Value & Marketability Assessment

Get a buyer's view of your business's value, plus insights into performance, industry trends, and recent M&A activity.

Quality of Earnings Analysis

Assess your earnings' accuracy and sustainability just like a buyer would, giving you a chance to fix any weaknesses before a sale.

Operational Effectiveness Assessment

Strengthen management, procedures, and processes to boost your company's value by up to 30% without needing more revenue.

Outsourced CFO

DHJJ's CFOs offer strategic guidance to strengthen, grow, and keep your company financially fit and compliant.

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