



# Synergy Business Development

Business Coaching & Exit Planning

## Exit and Succession Planning

Business owners who are considering selling or transferring ownership of their businesses - whether in 1 year or in 20 years – can benefit from my exit and succession planning and implementation coaching. The focus of exit/succession planning is to help business owners identify, plan for, and achieve their personal, business, and financial goals. The secondary effect is that your business will become *more valuable and sellable* even if you chose not to transition from it at this time.

Together, we will explore questions like:

- Do you know all of your exit options and how much your business worth?
- Are you ready to exit and how would you spend your time after you exit your business?
- Why do you think that 75% of sellers *profoundly regretted* selling their business 12 months after the sale?
- Can you retire comfortably on net proceeds from the sale of your business?

A successful transfer of ownership is far from easy. Consider the following statistics:

- 80% of privately-owned businesses (<\$50 million in revenues) put on the market do not sell.
- Only 33% of family-owned businesses survive into the 2<sup>nd</sup> generation, 12% to the 3<sup>rd</sup> generation, and 3% to the 4<sup>th</sup> generation.

I coordinate with a wide range of professional advisors to make sure your retirement is financially secured and fulfilling. My process will **maximize the value of your business, minimize the tax burden of the transition, and help you create the legacy you desire.**

For most people, selling a business is a *once in a lifetime event*. It can be exciting and rewarding, but *it can also be scary, frustrating, and even painful*. Using a well-structured exit planning process can help you attain your exciting vision of life after business.

Ideally, **exit planning should begin at least 3-5 years prior to a desired transition**, so we can do more to maximize your success. But even with a shorter time horizon, exit planning will produce tangible results and create value.

**Paul Hajek, MBA** has spent the last 9 years helping business owners with their business exit and succession plans. He holds the exclusive Certified Exit Planning Advisor (CEPA) designation awarded by Exit Planning Institute. Only 360 other professionals have this prestigious designation in the entire World. He also holds the Certified Valuation Analyst (CVA) designation awarded by National Association of Certified Valuators and Analysts (NACVA) and Certified Family Business Advisor (CFBA) designation awarded by Galliard Group.