

PLANNING ON EXITING YOUR BUSINESS

10 Critical Questions You Must Answer Now



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|----|--|---------------------------------|--------------------------------|
| 1. | Have you decided when you want to exit your business? As with any goal, it's important to have a deadline. | Yes
<input type="checkbox"/> | No
<input type="checkbox"/> |
| 2. | Do you know if your business is even marketable? The more interest in the market place for your business (without you operating it) the easier it will be to sell. | Yes
<input type="checkbox"/> | No
<input type="checkbox"/> |
| 3. | Based on future cash flow, do you know how much your business is worth today? Potential buyers will know what they are willing to pay for the future cash flow and its projected growth. | Yes
<input type="checkbox"/> | No
<input type="checkbox"/> |
| 4. | Do you know what amount of income you need to support your lifestyle in retirement? This amount should include all the personal expenses you currently run through your business, fixed expenses (debt payments), discretionary expenses that come out of pocket, and what you wish to do during retirement. | Yes
<input type="checkbox"/> | No
<input type="checkbox"/> |
| 5. | Have you decided to whom you want to transfer your business? Often times it is assumed that the children or key employees are interested in taking it over. Be sure to have a conversation with whomever it is, and confirm their ability to finance the purchase. | Yes
<input type="checkbox"/> | No
<input type="checkbox"/> |

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| 6. | Do you know how to sell your business to a third party and pay the least possible taxes? Many sellers of businesses put tax issues on the back burner and don't consider tax consequences until after a deal is struck, including a deal on purchase price. Ignoring tax considerations at the outset of a transaction is a big mistake and can put you in an adverse negotiating position. | Yes
<input type="checkbox"/> | No
<input type="checkbox"/> |
| 7. | Do you know how to transfer your business to insiders (family, employees or co-owners) while paying the least possible taxes and enjoying maximum financial security? There are several strategies in minimizing the taxes on a sale to key employees or transfer to family members. | Yes
<input type="checkbox"/> | No
<input type="checkbox"/> |
| 8. | Do you know how to best maximize the income stream generated by your ownership interest – both before and after you leave your business? The better you maximize the income stream, the less amount you will need to net from the sale of your business. | Yes
<input type="checkbox"/> | No
<input type="checkbox"/> |
| 9. | Do you have a plan for your business if the unexpected happens to you? It's imperative to have plans in place for your business if you were suddenly disabled or died. | Yes
<input type="checkbox"/> | No
<input type="checkbox"/> |
| 10. | Have you taken steps to protect your family's wealth? Your business may be one of your largest assets, but it's also important to have your entire net worth properly protected. | Yes
<input type="checkbox"/> | No
<input type="checkbox"/> |

HOW MANY YES ANSWERS DID YOU HAVE?

ENTER TOTAL HERE

Understanding your score...

If you have answered YES to eight or more questions, congratulations! Your Exit Plan is well underway. We'd like to help you fill-in the blanks. **Call us to schedule a quick review.**

Five to seven YES answers means you have made a good start on your Exit Plan. **Let's schedule a complimentary second opinion to coordinate the missing pieces with the components already in place.**

If you have fewer than five YES answers, you need to establish a meaningful Exit Plan right away. We can help you quickly get your plan on track. **Let's meet for an Exit Plan strategy session.**

Click here to schedule a complimentary call or meeting >

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