



OWNERSHIP TRANSITION OBJECTIVES WORKSHEET

Ownership transition is a very emotional event for most owners, and **if done poorly, can cost owners thousands to millions of dollars**, as well as damaged relationships and personal stress. Properly planning for an ownership transition is critical to transition success.

An Ownership Transition Plan is a thorough step-by-step process by which an owner completely assesses his/her needs and desires as an owner, understands the options available to exit the business and the consequences of decisions, and develops a plan to achieve a successful exit on his/her terms. Inherent in the process is ensuring that the business will be carried on by someone else in the future, and that the owner's personal wealth and business legacy is protected. The process helps owners get an overall better result once the exit is complete.

Setting Exit Objectives

The Exit Planning Process begins by fixing the owners objectives. Once fixed, the objectives become the homeport and the rest of the plan is dedicated to ensuring a safe passage to achieve these objectives.

- 1. When do you want to leave the business (specific date)?**
- 2. How much after-tax annual income will you need after you leave the business?
What is the business value you will require to insure that income?**
- 3. Who do you want to transfer the ownership to?**
- 4. What's next after business?**