



WHY NOW IS THE TIME FOR BUSINESS OWNERS TO PREPARE AN EXIT PLAN

The Challenge Every Business Owner Faces

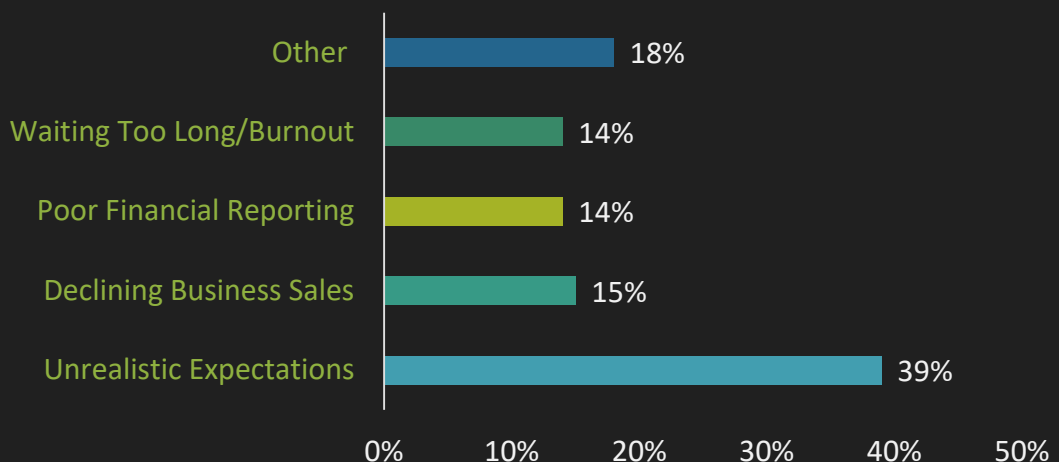


- Every business owner will leave their business eventually. For most it is a key event in determining the quality of the rest of their lives. The goal is to exit on their own terms with the financial security to achieve their life goals and leave a legacy of a successful operating business.
- Over 70% of businesses will exchange hands in the next ten years, most are depending on the sale or transfer of their business to fund their retirement needs. For most owners their business is currently either not saleable or not valuable enough to meet their requirements.
- Why? Because they failed to properly plan their exit with expert advice. Less than 30% of business owners have planned for their inevitable exit. Owners who do not plan often face a disastrous result when faced with the five d's of business exits, departure, disagreement, divorce, disability or death.

The Mistakes They Make

According to a survey conducted of business owners and advisors by Pepperdine University outlining trends in the Mergers and Acquisitions Industry the biggest mistakes to getting deals done were the following:

Biggest Mistakes



What This Means To You



- If you have not properly planned your exit you will most likely be one of the 75% of business owners who say they were dissatisfied with their business exit and did not receive the value that was attainable.
 - A properly executed exit can often produce more business value to a business owner than any other business event in their career.
 - Doing nothing is costly.
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What You Can Do...



- Work with an exit professional and design a program to :
 - understand and enhance the value of the business
 - execute the sale or transfer of the business
 - allow you to maintain the legacy of the business you built
 - attaining the financial goals necessary to leave your business and live the life you deserve.
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What You Gain



- Peace of Mind-help minimize stress and conflict and leave knowing that you did not leave anything on the table.
 - Maximize Value received for your business.
 - Time and Focus-by working with professionals you free up time on things where you excel.
 - Meet business and personal goals
 - Prepare for the unexpected-The 5 d's
 - Ensure business legacy
 - Exit on your own terms and on your own timetable.
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Next Steps

Contact us to schedule a confidential no obligation meeting to discuss how we can design a program that will allow you to achieve the exit to your business you so richly deserve.

Gulfstream works together with wealth advisors, accounting firms, legal firms and other advisors to business owners.

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