Strengthening Competitiveness Program
Succession Planning Overview

Issues to Consider

Goals and Objectives
- What is your Sale Goal?
- What is your Timing Objective?
- What is your Financial Outcome Objective?

Sale Approach Objectives
- Do you have a Prospective Buyer?

After-sale Objectives
- What is Your Personal Departure Objective?
- What is Your Post-Sale Objective for your Business?

Operations Evaluation
- Sales and profit history
- Financial condition
- Products/Services
- Location
- Facilities/Equipment
- Staffing
- Clientele
- Brand/Reputation

What areas of your business are in need of improvement prior to a sale offering?

Decide whether to sell now, sell later, or liquidate

What is driving your decision?
- Define what is driving you to sell
- Define what you want to do after a sale
- Prioritize your motivations

Is there weakness in an area of high importance to the success of your business?