



## **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?