My Exit Planning Roadmap

Step 1: Your Exit Vision

- Ideal exit timeframe: _____
- Preferred exit type: _____
- What I want to do after exit: _____
- Financial goal/target amount: _____

Critical Goal: Increase business valuation to increase revenue from sale.

Section 2: Estimate Your Business Value

Method 1: Multiple of Earnings

- Annual EBITDA: $_____
- Estimated industry multiple: _____ (typically 2-6x, ask your accountant)
- Estimated value: $_____

Method 2: Revenue Multiple

- Annual revenue: $_____
- Estimated industry multiple: _____ (typically 0.5-2x)
- Estimated value: $_____

Method 3: Asset-Based

- Total business assets: $_____
- Total liabilities: $_____
- Net asset value: $_____

Preliminary Valuation Range: $_____ to $_____

Value Enhancement Opportunities: What could increase my multiple or overall value?

- Reduce owner dependency
- Diversify customer base
- Increase recurring revenue

- Improve profit margins
- Strengthen management team
- Document all processes

Step 2: Business Health Check Rate each area (1-5 scale, 5 being strongest):

- Clean, organized financials
- Documented processes and procedures
- Diverse customer base (no single customer >15% revenue)
- Strong management team in place
- Up-to-date legal/compliance documents
- Competitive market position

Step 3: Gap Analysis Top 3 areas needing improvement before exit:

1. _____
2. _____
3. _____

Step 4: Advisory Team Who do I need to consult?

- ○ Accountant/CPA _____
- ○ Business attorney _____
- ○ Exit Strategist/Consultant _____
- ○ Business broker/M&A advisor _____
- ○ Wealth manager/ Financial planner _____
- ○ Industry mentor _____
- ○ Other _____