

## **HAVE YOU PLANNED FOR THE FUTURE?**

**Discover why there is so much more to Exit Planning than merely selling your business.**

### **Have you considered who else a sale will affect?**

Have you dreamed of eventually leaving your business and selling it on successfully? Have you imagined the monetary rewards and feelings of satisfaction that come with that achievement? While the dream can keep us going when things get tough, without Exit Planning, the reality can slowly become a nightmare. Leaving a company is not just about getting the best business valuation.

Selling a business successfully involves planning for your future. This includes those people who will also be affected by the exit strategy you employ.

### **Will you fulfil your aspirations on exit?**

Many Business Owners have described selling a business like a bereavement. Of course, unless you are going to work for ever, at some point it will be time to let go. Preparing for your future, as part of your Exit Planning Strategy, can make for a much more successful and fulfilling experience.

When you are putting together your business plan, you will have targets and goals for the future. In the same way, an Exit Plan must also take into account your aspirations for the future.

### **Do you have a people strategy?**

Any Exit Strategy must take into consideration partners and family as well as other major individuals in the business, such as other directors and shareholders.

By ensuring that your Exit Plan includes these people, you prevent problems later on down the line. This can either be with fellow Directors damaging a potential sale, or family members who feel excluded from your plans. Selling a business often has wider ramifications than a business owner realises.

Proper Exit Planning will prevent any potential 'people' issues later down the line, leaving you to enjoy your achievement of selling your business.

Don't let the sale of your business become an ordeal due to a lack of forward planning.

## IS YOUR BUSINESS YOUR PENSION?

**If your retirement is dependent on realising the value of your business, find out why you must leave nothing to chance.**

### How much do you need to retire?

If you have spent a major part of your life establishing and developing your business, then you owe it to yourself to secure the best value for it that you can.

- Without proper exit planning you may not obtain the price you require in order to be able to retire comfortably.

While selling a business could provide a wonderful retirement for both you and your family, succession planning is vital if the right buyer is to be found.

### What is the secret of a successful sale?

Proper Exit Planning will make certain you have the best Exit Strategy to guarantee you extract the most value from your business.

Moreover, continually working on your exit plan will mean that you can leave the business at the most opportune time.

- When selling a business successfully, timing is everything.

To miss out on selling your business because you were not ready, even though the market conditions were good, could lead to you working longer in your business than you wanted.

### What are your tax liabilities?

Having the right exit strategy will not just ensure you can sell your business at the most opportune time.

- Good exit planning will help minimise your tax liabilities.

Tax that can be deferred, reduced or even eliminated will mean a much more comfortable retirement for you and your family.

Being unable to retire at the time of your choosing, or not being able to get enough out of your business to retire, is not the conclusion you deserve after establishing and developing a successful company.

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