

# Exit Planning

Like the majority of business owners, selling your business will probably be a once in a lifetime transaction – one shot to get it right to secure your financial future.

Our experience has shown that a business owner who sells his or her business without a proactive and well thought-out exit plan typically sells it for too little. By looking at your finances in good time before you leave your business you have the opportunity to improve the business, increase its attractiveness and profitability and thereby improve its value.

## **An exit plan looks at:**

- Your personal financial position and future requirements;
- Your personal hopes and aspirations;
- The financial position of the business;
- What needs to be done to improve the attractiveness of the business, and;
- The tax aspects from both a business and personal perspective.

Hawsons have trained exit planning advisers who can help with all aspects of exit planning.

[www.hawsons.co.uk/exit-planning](http://www.hawsons.co.uk/exit-planning)



# Maximising your business value

Here are four key questions to ask yourself:

- How much is your business worth today?
- What price will you sell your business for?
- When do you want to sell your business?
- How much money do you need to fund your retirement?

Having a plan of how you are going to exit your business and executing that plan over a period of time generally leads to a better outcome than when things are dealt with in an ad hoc way.

By looking at your business from a buyer's perspective you have the opportunity to improve the business, increase its attractiveness and profitability and thereby improve its value.

Additionally, many business owners see their business as their pension but how do you know what your business will be worth or what you need to fund your retirement without proactive and thorough exit planning?

You need to have an exit plan in place to ensure your business is ready for sale in order to protect your future. Take our short business attractiveness test to see how highly your business scores.

## How attractive is my business?

Take our free business attractiveness test to find out how attractive your business is to a prospective buyer and identify any areas where your business can be improved to increase its value.

Find out more and take the test at:

[www.hawsons.co.uk/exit-planning](http://www.hawsons.co.uk/exit-planning)

# Securing your financial future

Hawsons have trained exit planning advisers who can help with all aspects of exit planning.

Hawsons use a well established and successful methodology to guide you through the process in a structured way prioritising the action points and setting milestones to help you achieve your aims. The methodology is used in the UK, Australia and in the United States where it is an Alliance Partner of the Exit Planning Institute.

Our exit planning experts have a great deal of experience in this area and, by working closely with you and your business, we can help you to develop a personalised exit plan at a time that's right for you.

Our exit planning service covers a full spectrum of business issues including:

- Customer service
- Marketing
- Automation
- Administration
- Systems, procedures and workflow
- Employee engagement
- Innovation and learning
- Performance reviews
- Targets and goal setting
- Legal and regulatory
- Intellectual property

We would be delighted to meet with you to discuss your individual circumstances. Please contact your nearest office to arrange a free initial, no-obligation meeting.



Hawsons Chartered Accountants

[www.hawsons.co.uk](http://www.hawsons.co.uk)

Hawsons is a member of HLB International. A world-wide network of independent accounting firms and business advisers.

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