



Exit Planning Strategy

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Exit on your Terms

Exiting owners primarily desire a financially rewarding transition that preserves their business legacy, ensures a smooth handover for employees, minimizes future liabilities, and aligns with personal goals such as retirement or pursuing new opportunities.

This is about how to harvest your Wealth from your Business.





Considerations

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- Current Value – The Starting Point
 - Building Value Business and Personal
 - The Numbers and Intangibles
 - The Program
 - Exit or Grow?

Good Exit Strategy is *Good Business Strategy*

Step 1. The Triggering Event

Step 2. Creating Action Plans

Step 3. Delivering Action Plans

Step 4. Decide: Grow or Exit

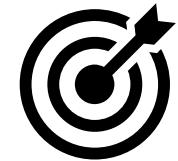
Step 5. Holistic Exit: Business, Personal, Financial



Step 1

The Triggering Event

Deliverables:



- Valuation: Business & Personal
- Profit, Value & Wealth Gap
- Next Steps Plan



Step 2



Creating Definable Action Plans

- Develop Clarity & Vision
- Quantifiable targets: Value, Revenues, Profit, Market Share, R&D, Quality, Export, IP
- Intangible targets: Human Resources, Customer Relations, Processes and Brand (Culture)
- 90 day sprint deliverables x Team
- KPIs x Team x Key Employees
- Rhythm – Relentless Execution



Step 3 Relentless Execution

Transferability in 90 day Sprints



Human Capital

Grow your People



Customer Capital

Become Indispensable



Process Capital

Processes, IP, Finance



Brand Capital

Create Identity

Step 4

Grow or Exit?

Every 90 days ASK?

Check the Gaps

Check your Attractiveness

Check you Readiness





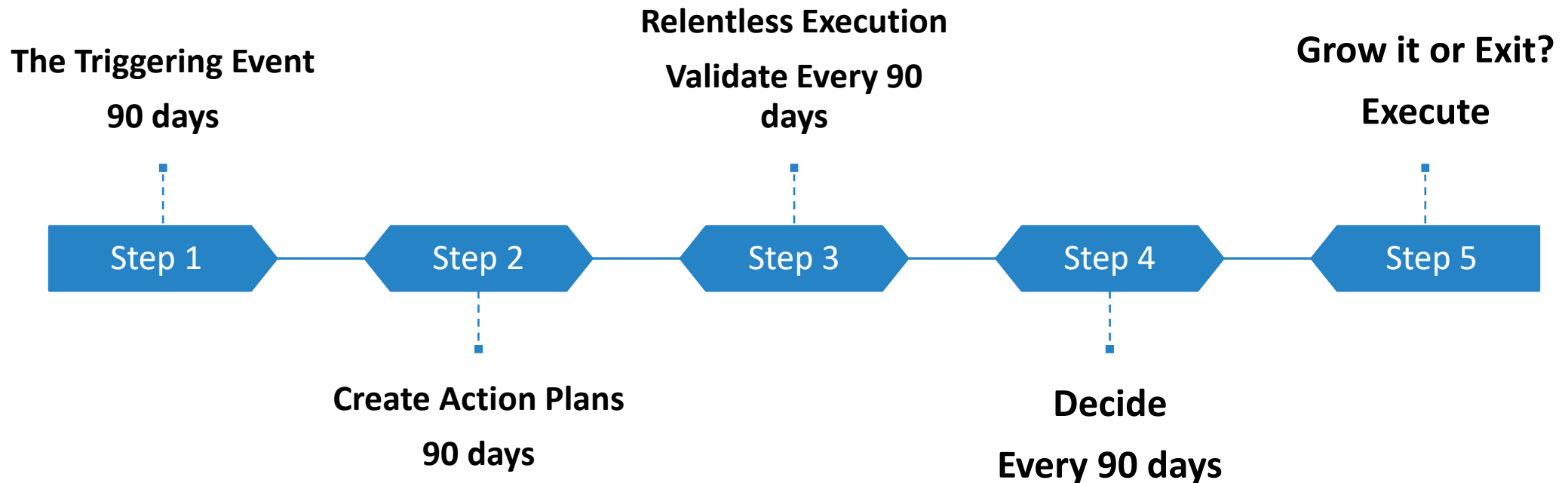
Step 5

Advanced Growth?

Or

Your Next Chapter

Timeline: 1 to 5 years



Engagement Terms – Renew Quarterly

STEP 1 - 90 DAYS

- The Triggering Event
- Business Evaluation and Financial Evaluation
- Gap analysis: Profit, Value, Wealth
- Action Plan

STEP 2 - 180 DAYS

- Establish Vision, Business Personal
- Establish Teams. Prioritize, De-risk, Build Intangible Capital, Close Profit, Value, Wealth Gaps, Attractiveness and Readiness Factors
- Minimum x2 90 day Sprints

STEPS 3 + 4 - 90 DAYS

- Decide:
- Grow = Advanced Acceleration
- Exit = Transition
- Co-ordinate transition team
- Action Masterplan



Thank you

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