

COULD YOU EXIT WITHOUT BREAKING YOUR BUSINESS?

Let's find out how ready your business is for a smooth and successful exit!

1. Do you have a multi-layered management team that can make decision without your involvement? No Ongoing Yes



Having independent decision-makers allows your business to grow sustainably.

Why is that? Reduces the buyer's risk of disruption during the transition process.

2. Are key business processes clearly documented, systematized, and easily accessible to the team? No Ongoing Yes



Clear documentation ensures consistency, efficiency, and easier training.

Why is that? Increases buyer confidence and simplifies transition during exit.

3. Have you identified and prepared a capable successor to assume the CEO role when the time comes? No Ongoing Yes



A ready successor shows long-term viability beyond you as the owner-operator.

Why is that? Reduces dependency risk and signals leadership continuity to buyers.

4. Is your company financially healthy, demonstrating consistent growth and a solid foundation for future scalability? No Ongoing Yes



Strong financials demonstrate sustainability without constant oversight.

Why is that? Gives acquirers confidence in performance post-acquisition.

5. Is your customer base diverse, with relationships nurtured through standardized, repeatable processes? No Ongoing Yes



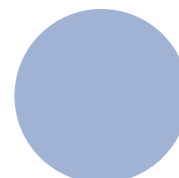
Diversified relationships reduce risk from client or founder dependence.

Why is that? Diversified relationships reduce risk from client or founder dependence.

Count your responses...

- Each "Yes" = 1 point
- Each "Ongoing" = 0.5 points
- Each "No" = 0 points

Your Score:



/ 5

Congratulations on Completing Your Exit Readiness Scorecard!

- **4.5 – 5 points → ✓ Exit-Ready:**

Your business is structurally independent, with strong systems and leadership in place, making it well-prepared for a high-value sale. Buyers will see minimal risk and have confidence in a smooth transition, positioning you for an optimal exit outcome.

- **3 – 4 points → ⚠️ Almost Ready:**

You are clearly on the right path toward exit readiness. By addressing a few remaining gaps with greater depth and clarity, such as improving documentation or strengthening your management team - you can significantly boost buyer confidence and maximize your company's valuation.

- **1.5 – 2.5 points → 🛠️ Needs Work:**

Currently, there is moderate dependence on your involvement and some weaknesses in your infrastructure or processes. To improve your exit prospects, start focusing on building a stronger leadership team, systematizing key operations, and reducing single points of failure.

- **0 – 1 point → ! High Risk:**

At this stage, your business likely relies heavily on you, which buyers typically view as a significant risk. To increase your chances of a successful exit, it's essential to prioritize foundational improvements in management, processes, and documentation to create a more independent and resilient operation.

Key areas to focus on:

- Keep your financials clean and transparent for buyers.
- Build predictable revenue with diverse, loyal customers.
- Improve profitability and operational efficiency.
- Protect your contracts, IP, and licenses.
- Develop a clear growth story backed by real data.
- Be fully prepared for due diligence by organizing your documents early.
- Work with experienced advisors to navigate the process confidently.



*We're here to **help you understand your results better and guide you through the steps** to get your business fully ready. As a team of experienced M&A advisors, we've **helped many owners build stronger teams and systems to maximize their exit success** - let's chat whenever you're ready!*

