

Securing Legacy

Owner Planning Checklist



Place a Check beside each statement you can answer YES to.

- 1 Have you decided when you want to leave your business?
- 2 Do you have clarity on your potential exit options?
- 3 Based on future cash flow, do you know how much your business is worth?
- 4 Do you know if your business is even marketable?
- 5 Do you know how to best maximize the income stream generated by your ownership interest both before and after you leave your business?
- 6 Do you know how to sell your business to a third party and pay the least possible taxes?
- 7 Do you know how much monthly pre-tax income you will need from your business to fund your retirement?
- 8 Do you know how to transfer your business to insiders (family, employees, co-owners) while paying the least possible taxes?
- 9 Do you have a plan for your business if you die or become permanently incapacitated?
- 10 Do you have a plan to protect your family's wealth?

If you answered **YES to eight or more** questions, congratulations! You are well on your way to having a complete Master Plan for exiting your business. We suggest you meet with a certified exit planning advisor to review your Master Plan for exiting your business.

Five to seven YES answers mean you have a good start on your exit planning. We suggest you meet with a certified exit planning advisor to help you close the gap on the missing pieces to your Master Plan for exiting your business.

If you have **fewer than four YES answers**, we suggest that you schedule a free consultation with a certified exit planning advisor who can help you build a Master Plan for exiting your business.

If you would like a more comprehensive assessment on your readiness to exit your business, we encourage you to take our **FREE ExitMap Business Assessment**.