

EXIT READINESS CHECKLIST

1. Our strategy, in a few words, is...
2. This year we will grow our revenue _____% over last year, because...
3. Within 18 months, we will...
4. The reason I would sell the business today, is...
5. Right now, I believe the company could be worth \$_____, mainly because...
6. If I sold today, my personal net (after tax) would be \$_____. [If you don't know-- start thinking in these terms.]
7. My personal net could be twice that, if...
8. One thing that would add a lot of value NOW, is...
9. My biggest worry is...
10. We have available: (check all that apply)
 - Prior 3 years financial statements
 - Re-cast financial statements
 - Financial forecasts
11. Can you name your:
 - Banker _____
 - Corporate Deal Attorney _____
 - Tax/Estate Planning Advisor _____
 - Accountant _____
12. Name the three most likely companies, or types of companies, that would be interested in purchasing your business:
 - 1) _____
 - 2) _____
 - 3) _____
13. Today, my company has: (check all that apply)
 - Formal business plan
 - Formal annual budget
 - Contracts with customers and suppliers
 - Manual of employee and company policies
 - Written exit plan
 - Formal marketing plan