



Exit Planning Program

Path to Executing a Successful Exit Plan

*Develop the roadmap to
position your business for
a successful sale.*



Distinguishing Features:

This one to two year program has been designed to maximize business value and achieve a transaction in line with personal and business objectives. Special features include:

- Preliminary Business Valuation with Value Driver Analysis
- Educational Seminars
- Preparation for Sale Analysis
- Proprietary Report: Blueprint To Maximizing Value™
- One-on-One Annual Consultations with Faculty Experts
- Operational Review
- One-on-One Quarterly Consultations with Expert Exit Strategy Faculty
- Program Fees Credited Toward Future M&A Fees



The Right Time To Start Planning

Formulating an exit strategy is a must in today's business environment. Many entrepreneurs operate in the marketplace for 20 years or more with no plan for their exit. Business owners work extremely hard to build a business that is worth a fortune but fail to design and execute a plan to capitalize on the value they have created.

Our exclusive exit planning program provides a roadmap for a business owner to maximize the value of their business at the time of exit. It entails a comprehensive process in which the business' value, strategy, and current execution are carefully analyzed. The result is a detailed action plan outlining specific steps to capitalize on the business' strengths, minimize its risk and enhance its value and marketability in preparation for a successful exit.

No successful business to date was founded without extensive planning, and the same holds true for the sale of a business. Entrepreneurs need to understand that without a proper exit plan it will be hard to capture the full value of their business.



Developing a Successful Exit Plan

The Exit Strategies Institute works with business owners to develop a multi-year program which provides a roadmap to maximize the business' value at the time of exit. In this comprehensive process each business is evaluated in three levels: business strategy, value proposition and current execution. Each of these three levels is carefully evaluated in order to develop a detailed action plan outlining specific steps to capitalize on the business' strengths to enhance its value and marketability.

Benefits Include:

- Clear transaction objectives in line with the owner's personal and business plans
- Control on how and when to exit the business
- Build strategic value
- Maximize company value in good times and bad
- Determine a realistic price range for the transaction
- Avoid the stress and conflict involved in implementing an exit strategy

Overview of the Program

Our main objective is to maximize business value by constructing a well-defined action plan that takes into account the owner's goals and the business' operational challenges and untapped strengths. The end result is a clear plan for positioning the business to build strategic value and preparing it for a successful sale in a reasonable period of time. Consequently, business owners are able to benefit from a measurable and sustainable increase in the value of the business.

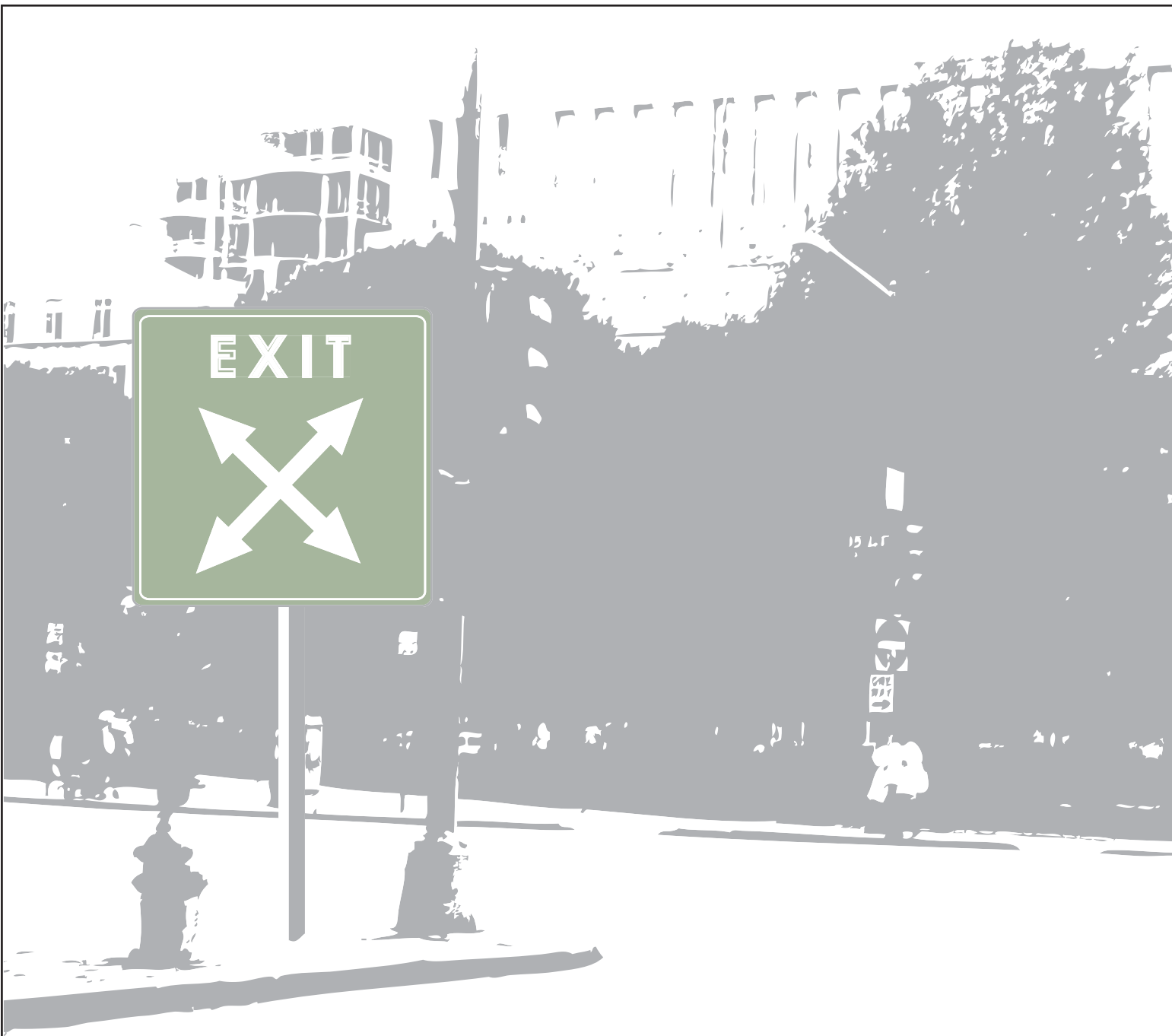
The McLean Group has developed a proprietary process that analyzes 70 value/risk drivers that can have a significant impact on the value of a business. These are the drivers that sophisticated buyers evaluate when determining whether or not to buy the business and how much to pay. In addition to the value driver analysis, we will perform a preliminary valuation along with an analysis of the readiness of your business for an exit event. This analytical framework allows us to identify those value enhancement opportunities that will have the biggest impact on the business.

Drawing on our experience in valuing, buying and selling companies and on our experience in implementing value enhancement programs used by Fortune 100 companies, we will explain in detail what steps you can take to position the company to attain the highest possible sales value at the time of exit.

Program Faculty

- Attorneys
- Accountants
- Tax Advisors
- ESOP Specialists
- Wealth Managers
- Family Succession Counselors
- Business Strategy Advisors
- Exit Planning Advisors
- Insurance Specialists
- Estate and Trust Advisors
- Professional Mediators
- Commercial Bankers





PlanYourExit.org

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