

Welcome and Introduction:

- Introduction of Panelists by Moderator Scott 2 Min

1. What is an Exit plan and why is it important to the Business Owner?

- Can you give us a brief overview of the Exit Planning process? What are some of the factors that need to be considered in developing or constructing an exit plan? Mike 5 Min
- Many business owners don't plan to leave their business for many years. What are the benefits to the business owner of beginning to plan for their exit now rather than wait until they are ready to leave their business? Marc 3 Min

2. Choosing a Professional Team. Like almost anything in life – business, sports, personal relationship the team you have around you is very important.

- When an owner is planning an exit from his or her business what types of advisors should be on the team and how do you know the advisors are the “right” fit. Rick 3 Min
- What is the role of the quarterback of the team? Mike 2 min

3. What are the key objectives of the business owner that need to be addressed in the Exit Plan? In developing an exit plan the first key step is determining the owner's financial and personal goals.

- Please address the financial goals. How does the business owner determine how much money he or she needs to retire with a comfortable lifestyle? Mauricio 5 Min
- What can a business owner do if he or she finds out that based on their personal assets and the value of the present value of their business they won't have enough money to retire in their desired lifestyle?
- In addition to the owner's financial goals what other non financial considerations that need to be addressed in the Exit Plan. Marc 2 Min

Mauricio 2 Min

4. How can an owner create and preserve the value of the business while going through the Exit Planning Process.

- During the exit planning process what steps can the owner take to maximize the value of the Company. Mike 3 Min
- It seems as though building a strong management team is a critical element to increasing the value of a Company. What types of incentive plans can be created to attract and retain senior level managers? Marc 2 Min

4. What options does a business owner have in choosing a successor? Let's begin with the sale to third party)

- I know we could go on for hours regarding what is necessary to truly prepare a company for sale – but give us the highlights as to some of the key elements in a successful sale to third party. Rick 5 Min
- Can you take us through a typical timeline for the sale of a business, beginning from the engagement of your firm through the closing of the sale of the business ?

Rick 3

5. Often time business owners would like to transfer their ownership to their children, co-owners, key employees or even an ESOP.

- What are some of the challenges in bringing these types of insider sales to fruition? Marc 3 Min
- What steps can a business owner take to minimize taxes on a sale to insiders? Mike 3 Min

6. Managing New Wealth

- Our professional team has just transformed our owner's wealth from that which was Illiquid to liquid wealth.....what should our relaxed prior business owners do post-transaction to manage their wealth? (Cover financial plan – what should be covered in the plan etc. also, family offices?) Mauricio 5 min

7. Lightning Round

- Panelists – please provide 3 key takeaways for our members.

All

5
minutes
TOTAL

- Questions from Attendees

5 min

8. Summary

Scott

2 min

**60 total
minutes**