



# DECIDE PROGRAM

**HOW TO SELL & EXIT YOUR BUSINESS IN THE MOST PERSONALLY & FINANCIALLY SATISFYING WAY**

It's common for business owners to approach business intermediaries, ask them to find a new owner for their business, but then pull out due to cold feet.

When you complete both the LIVE with Purpose and DECIDE programs, you develop the confidence and know-how to **optimise your chances of a successful sale and exit from your business.**



## THE PROGRAM

- Overview of the business transition process
- Clarifying where you are now
- Determining how much time the business transition process will take
- The emotional aspects of a business transition
- Transition thinking - broaden your mind and expand your ideas
- Transforming your business transition-related fears
- Unsuccessful approaches and how to avoid them
- How you'll plan for and implement your successful business transition
- The Process and Six Stages for a successful business transition
- A review of the activities you undertake in your business
- Understanding how to make your business run successfully without you
- Ways to make the business operations more efficient
- Creating your business transition goals (Personal, Business and Financial)
- Understand how much money you need from your business
- Options for finding the best new owner



- Feasibility analysis of seven options for new ownership
- Creating your Strategic Business Transition Plan
- Types of Advisors who can help you
- How to find the Advisors you need

## OUTCOMES

- Know what to expect in the business transition process so you can more effectively plan and prepare for it
- Understand that a successful business transition takes time and requires careful planning
- Understand how to navigate emotional obstacles that might arise during the business transition process
- Learn how to make your business sale ready for transition to new owners
- Analyse and apply strategies for choosing the best new owner for your business
- Understand the importance of working with a team of Advisors to help guide you through your business transition
- Develop your business transition goals and Strategic Business Transition Plan

## PROGRAM FORMAT



### One-on one sessions

With a Certified Transition Planning Consultant. The DECIDE Program is delivered in five 60-90 minute one-on-one sessions.

## BUSINESS OWNER RECEIVES



### Business Transition Strategic Plan

Which you can continue to develop and implement in consultation with your team of Advisors