

EXIT PLAN SELF- ASSESSMENT

	<u>YES</u>	<u>NO</u>	<u>WILL DO BY</u>
1. Do you have written goals for: <i>The Business?</i> <i>You Personally?</i> <i>Your Family?</i>	_____	_____	_____
2. Have you had your business appraised recently?	_____	_____	_____
3. Do you have strategies to increase the value of your business to meet your financial objectives: <i>Internal Growth</i> (organic)? or <i>External Growth</i> (acquisitions)?	_____	_____	_____
4. Have you decided whether to transfer ownership in your business: <i>Internally</i> : family, co-owner(s), employees? or <i>Externally</i> : to an outside party?	_____	_____	_____
5. Are you aware of the advantages and risks regarding your ownership transfer choice?	_____	_____	_____
6. Have you established a departure date?	_____	_____	_____
7. After exiting the business, do you know how much you will need to achieve financial independence?	_____	_____	_____
8. Have you planned for “Uncle Sam – The Unwanted Partner” to eliminate, reduce, or postpone taxes?	_____	_____	_____
9. Do you have a contingency exit plan for “The Dismal D’s”: <i>Death, Disability, Divorce, Declining Markets, Debt Overload, Dissenting Owners</i>	_____	_____	_____
10. Is it time to have these important issues discussed with your: <i>Inside Stakeholders</i> : spouse, family, co-owner(s), key employees?	_____	_____	_____

Outside Advisors?

Contact: Darrell V. Arne
Arne & Co.
(505) 898-2514