

Three Exit Planning Options

Option I Exit Plan "Change Is Anticipated"

Option II Exit Plan "Change In Process"

Option III Exit Plan "Change Has Occurred"

**Changes in
Personal Life**

- Boredom or Burnout
- Desire for Liquidity
- Age and Health

- Death
- Disability
- Divorce

Transfer Options

Most Transfer
Options

15% have a
proactive Exit
Plan!

Personal options decrease over time

85% have a *reactive*
Exit Plan!

Business options decrease over time

EXIT

**Changes in
The Business**

- Lack of Capital
- No Family or Other
Internal Successor

- Dissenting Owners
- Declining Markets
- Debt Overload

ARNE & CO.