

7 reasons why small business owners fail to retire comfortably!

1. Not including an exit strategy as part of your business planning
2. Leaving it too late to prepare the business for sale and make it more attractive to potential buyers
3. Overestimating what the business is worth to someone else
4. Underestimating your importance to the business - it may be worth nothing without you
5. Assuming the business will sell to existing staff or family members
6. Assuming potential buyers will be ready to buy when you're ready to sell
7. Having to sell at a fire sale price due to illness



**70 per cent of businesses think succession and exit strategy planning is important
but only 12 per cent have a documented plan**

A major impediment to succession planning is that most entrepreneurs don't understand the drivers that underpin the creation of an exit strategy. Selling a business is a marketing exercise that requires planning, preparation and a compelling pitch. An exit strategy needs to be achievable and have a realistic timeframe and measurable milestones.

An FMS Business Consultant can unveil the key issues that need to be addressed in an exit plan, encompassing all the unique features of your business, life situation and price expectations. ***Can you risk failing to plan?***

Contact us today on 1300 982 499 to find out how to maximise the selling price of your business!