

# CONSIDERING AN EXIT?

KEY CONSIDERATIONS WHEN THINKING ABOUT YOUR EXTRAORDINARY EXIT™



## WHERE DO YOU BEGIN?

Building a company is a journey, as is the exit itself. While continuing to focus on your business, are you also looking ahead in preparation for an exit? It's never too early to begin planning for an exit — in fact, it is equally as important as the exit itself. Having the exit in mind helps ensure you are creating and maximizing enterprise value with every decision along the way.



## ASK THE RIGHT QUESTIONS



### What is driving the decision for an exit?

Is there a particular event or need to exit? Perhaps a stage of life, lifestyle decision, tax implications or regulations, or no succession plan? These are some common reasons for an exit — understanding yours is key.



### Have you recently been approached by buyers?

If so, who and why are they interested? Knowing your buyers is an important aspect to successfully positioning your business for an exit.



### Have you considered the outcomes?

What outcomes are required (must have) or preferred (nice to have)? This includes valuation expectations, exit timing, plans for the existing management team and more.



### Have you explored all of your exit options?

Whether selling to strategic or financial buyers, a well-planned exit involves evaluating and comparing every option available.



### Is your success team in place?

Having the right team is essential. This can include the leadership team, coach, sell-side advisor, estate planner, lawyer, accountant, tax advisor, and deal CFO among others.



### Have you imagined your life after a sale?

Legacy is important. Imagine life after an exit: what do you see? What does an ideal exit, and life after an exit, look like to you? Take time to reflect on the future and your goals.



### Are your financials in order?

Are your financials audited or reviewed? Are there personal or other expenses in the P&L that would cease with new ownership? It is critical to have clean financials with straight-forward explanations and analysis.



### Who do you believe could be a strategic buyer?

What is the strategic value your business brings to the buyer? What are your "Rembrandt's in the Attic" and how does your business improve the buyer's competitive position?

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stscapital.com



aharris@stscapital.com



+1 714 493 4597