

VALUE-BUILDING EXPERTISE

EXIT PLANNING

INTRODUCTION

Exit Planning is business strategy that focuses on establishing a transferable asset that is capable of ownership change.

Key elements of this change are:

- Focusing resources on delivering value growth;
- Improvement in the quality of the business' intangible assets; and
- Reconciliation of the business, personal and financial goals of the Owner towards a common vision for satisfaction and happiness.

The key motivations in successful execution are knowing:

- Your destination & desired timeframe;
- What your rate of progress is;
- Where to turn for advice;
- Goal accountability to progress; and
- Team motivation & retention.

ABOUT RIZOLVE PARTNERS

Rizolve Partners is a strategic advisory firm that helps privately-owned businesses achieve peak value. We help businesses owners define the right path and take the right steps to realize optimal outcomes.

We guide private businesses on how to accelerate growth, drive value and position themselves for scalability, external investment and liquidity events. With the right plan, executed by the right team, it can be enjoyable and extremely rewarding.

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PROBLEM

Typically, 80%-90% of owners' financial assets are tied up in their business, and they are banking on their ability to monetize this wealth to ensure their financial security and lifestyle once they exit. However, statistics show that only 20%-30% of private business transitions are successful; in most cases the business is liquidated for pennies on the dollar, or the business just shuts down. **There are five key reasons why most business transitions fail:**

- **Successful business versus a transferrable asset:** Most privately owned businesses, even if thriving, are not well positioned as a transferrable asset.
- **Forced to leave money on the table:** Most owners have not allowed enough time to position their business for transition, minimize taxes and maximize net proceeds.
- **Unforeseen events:** About half of all business owners are forced into an exit with suboptimal timelines and terms due to an unplanned event.
- **Ongoing profitability requirements:** Most businesses experience a decline following a transition, and owners do not realize the full value they expect to achieve when they exit.
- **Cannot achieve liquidity:** Many businesses cannot operate without the owner, are under-capitalized or have insufficient cash flow to successfully transition.

SOLUTION

- Unbiased information about what your options are and what needs to be done.
- A team of aligned advisors that can show you the roadmap and the steps that need to be taken.
- Trusted advisors with the experience and proven processes to help you achieve your goals.
- Experts who can help steer strategy and with skills that complement your teams' abilities to execute.
- A broader network of advisors who can be counted on to get the job done.
- Advisors who can show you the totality of what you are getting into and help you avoid the pitfalls.
- Trusted advisors who can help you win.

BENEFITS

- Visibility to all aspects of the process so you are in control;
- Experts who can help you articulate your Business, Personal and Financial goals;
- Advisors with deep experience and a track record of successful execution;
- Deep domain skills so that your people have a trustworthy reference point on a timely basis;
- A quarterback with aligned relationships to create a fully functional exit planning team.
- Great confidence that you will get to where you need to be; and.
- Value for money and a very significant return on investment.

Let's talk about how Rizolve Partners can help you with Exit Planning to achieve your goals.

DRIVING OPTIMAL VALUE FOR BUSINESS OWNERS.