

4/9/14

Ownership Transfer Conversation Starters

As appropriate, ask your friend, vendor, customer or family member...

Has fatigue set in?

So, what are you going to do with your company?

Want to volunteer assisting young entrepreneurs? *SCORE*

Are you bored?

Will you give back to society?

Still willing to play peacemaker for customers, employees, family members, etc.?

Can you reinvent the company?

*Reinvest in family office
Trusts*

Would you be interested in investing in a new company?

Are you ready to pass on core values to future generations?

30-13-3

Is it time to create a legacy outside of the company?

Tell me about the last time you took a vacation.



Exit Planning & Succession Advisor

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Phone: 630-638-4455

Put the Elephant in the Room Out to Pasture

Do you have answers to three basic elements
of your Business Continuity Instruction?

Who will have responsibility to continue
and to supervise YOUR COMPANY'S

- Business Operations?
- Financial Decisions?
- Internal Administration?

Exactly how is your stock titled? Why?

If you are unable to run your company do you
wish to have the company

- Sold to an outside third party?
- Sold to key employee(s)?
- Transferred to family members, specifically?
- Liquidated?

*Your
Own Shares in a trust -*



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Separate concept of Business Succession vs. Estate Succession

APRIL 9, 2014

CONFUSION LEADS TO NON-ACTION

FUTURE PAYMENT SECURITY


WHO IS GOING TO RUN THE COMPANY

SOCIAL SECURITY

TAXES

LONGEVITY

SELL OR KEEP IN FAMILY



Board @ \$30 million revenue

of people


of C level managers

“ THAT'S WHY MANY FAIL - BECAUSE THEY DON'T GET STARTED - THEY DON'T GO. THEY DON'T OVERCOME INERTIA. THEY DON'T BEGIN. ”

W. CLEMENT STONE

FIVE STEPS TO GET ELWYNN MOVING

1. ESTABLISH REALISTIC FINANCIAL COMFORT ZONE
2. LET GO OF SMALL TASKS
3. HIRE YOUR MANAGEMENT TEAM
4. HAVE CRISIS PLANS IN PLACE
5. CREATE REENGAGEMENT PLAN VISION

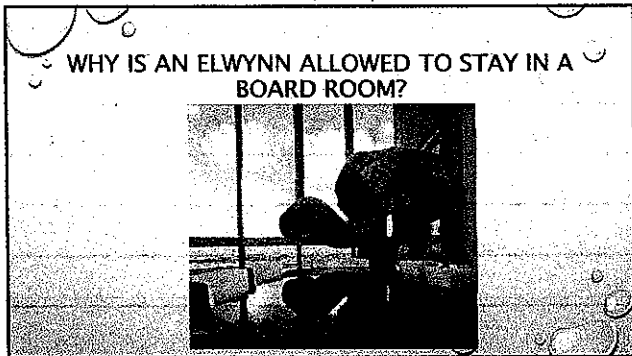


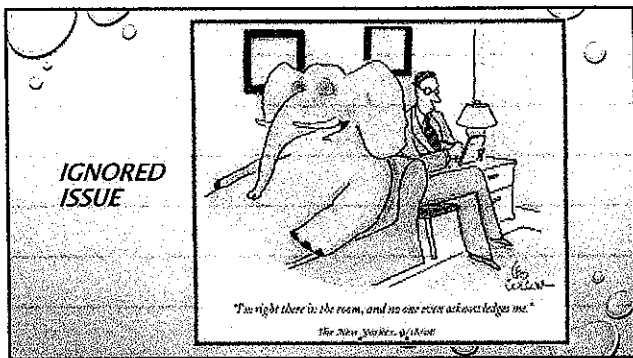
+ Let ~~Be~~ them ~~Run~~ it

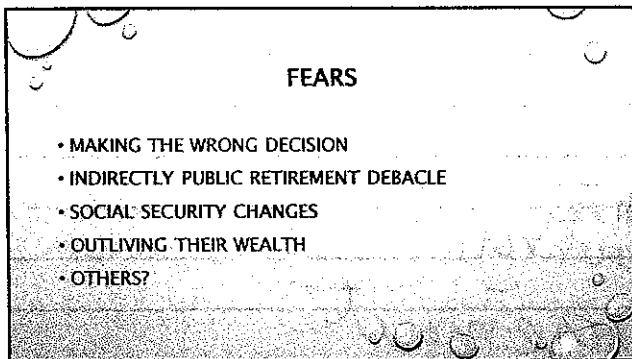
- Disaster recovery

- Re-Engagement

re-engage







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+ Let ~~them~~ them Run It

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Handwritten scribbles

Fallon-Houle, Nancy

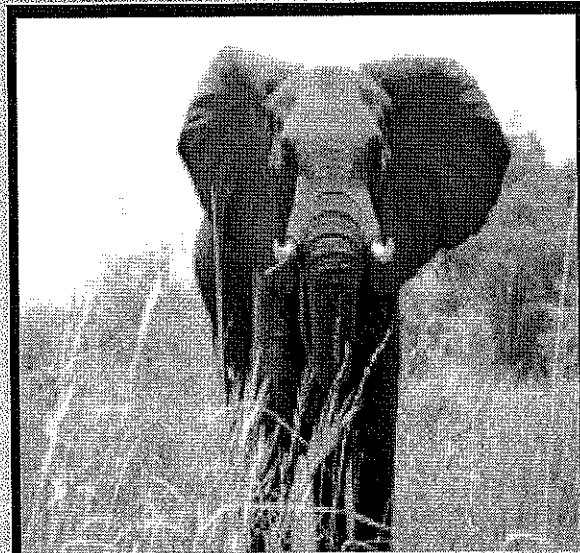
Subject: Business Owner Exits - Lunch and Learn
Location: Naperville Chamber of Commerce - Main Promenade
Start: Wed 4/9/2014 11:30 AM
End: Wed 4/9/2014 1:00 PM
Recurrence: (none)
Organizer: Fallon-Houle, Nancy

<http://harrymccabe.com/>

Exit Planning

Moving from one business owner to another – Absentee ownership position – Owner out is better target
Park in Parking lot across from Hugos
Enter in Alleyway on the Strip Not

Elwynn Belongs Here...



Not In Your Company's Boardroom

When you're busy running a business, Ownership Transference can easily become an elephant in the room, the issue that Leadership will address "someday" ...a day that for many arrives too late.

But not addressing it is certain to negatively impact your business, so "someday"