

APPLY FOCUS

Commit Yourself...Today...to a Proven Process that Works

A 13 Step ... Action-Oriented Process to Prepare and Sell Your Business

Step	INCREASE YOUR WEALTH with the POWER of YOUR BUSINESS	PROCESS PHASE
1	Assessment & Diagnosis (Identify Problems and Value Drivers)	Analysis & Planning
2	Prepare a Strategic Plan (Action Outline to address the Market)	
3	Prepare a Business Plan (Tactical Implementation of Strategie)	
4	Prepare a Succession Plan (Develop People and Transition Options)	
5	Prepare a Financial Plan (Understand Your Personal Future Needs)	
6	Prepare an Estate Plan (Understand Your Family Legacy Picture)	
7	Learn to Integrate & Implement Plans (Measure to Meet Objectives)	Implementation & Measurement (ROE/ROI)
8	Yield Assessment on Investments (Return on Efforts & Investments)	
9	Finalize Balance Sheet Positioning (Efforts to Improved Asset Mix)	
10	Operate to Improved Performance (Enhance Value Drivers)	Ownership Transition
11	Complete Systems Documentation (Know Value Growth Processes)	
12	Use a Buyer Search Process (Establish Target for Drive Price/Terms)	
13	Systematically Negotiate to Close (Balance Risks for Equitable Results)	

The table shows the 13 steps to develop a more valuable business and position it for an optimal ownership transition on your terms and your time-table.

And...be aware that there are 13 major steps within the ownership transition process designated as 1 through 13 in *Appppplying Focus!*

It is important to find the right advisor to guide you from the time of initial preparation through a successful closing. These experienced professionals can make a significant difference in the results...and keep you out of trouble.

Use this outline as a checklist to effect improvements in "readiness" for a change of ownership to protect your business and family.

A Resource for BreakOUT Business Owners from: www.RichardMowrey.com

Copyright 2021