

## WHO HAS A SEAT AT THE TABLE? KEY MEMBERS ON YOUR EXIT PLANNING TEAM



### OWNER

- 60-70% of an owner's wealth is based on their business
- They desire to maximize the value, separate their financial security and lifestyle
- They need a consultation/transition team to assist them out



### FINANCIAL ADVISOR

- They offer the pertinent personal and financial solutions to the owner
- Instrumental in looking after an owner's Wealth Gap
- Determine the owner's working plan as exit



### CPA

- They are considered one of the owner's Most Trusted Advisors
- They provide a diverse set of services including tax preparation, financial statements, business accounting, auditing and valuation



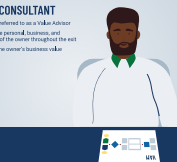
### ATTORNEY

- 51% of owners with a formal transition team in place include a business attorney
- They provide legal advice on issues that impact the Four Strategic Goals
- They counsel the owner in different types of legal counsel in personal or personal financial operations



### GROWTH CONSULTANT

- They are often referred to as a Value Advisor
- They assess the personal, business, and financial health of the owner throughout the exit
- They manage the owner's business value



### BOARD OF ADVISORS

- 91% of owners have a dedicated Board of Advisors
- The Board of Advisors will provide the owner and their family with all the advice they need individually with years of experience
- They play a role in an owner's transition team, but should not be an owner's only resource during their exit



### ESTATE PLANNER

- They help maximize the owner's wealth, offer legal and accounting advice, and help with the creation of the will and trust for the owner's family and managing the estate distribution
- 83% of owners tap an Estate Planner to do their transition team



### M&A ADVISOR OR INVESTMENT BANKER

- These advisors are used to assist if the business owner is going to sell the company
- They can also help their client raise money to purchase the business
- They position the company for sale, conduct the negotiations regarding the terms of the acquisition or merger, and arrange the sale of the company itself



### RISK ADVISOR

- They work with the owner to mitigate and manage risks in the business
- They advise on general business risks, economic, cyber security insurance, and professional liability insurance
- They sometimes manage health care benefits for the company



### FAMILY MEMBERS AND FAMILY BUSINESS ADVISOR

- Everything an owner does in life impacts their family and the health of their employees, partners, and vendors
- 64% of owners state they meet with their family annually to discuss the business and to coordinate and approve their exit strategy plan
- A family council acts as a bridge to a family Board of Advisors and assists in managing all issues between the family and business

