

Professional Exit Strategies for Private Business Owners

Open the Door to Your Ideal Exit!

Business Succession Planning

As a Certified Exit Planning Advisor (CEPA®), Doug helps business owners create and execute a Master Plan that asks and answers all business, personal, financial, legal and tax questions involved in transitioning a privately owned business. The discovery and alignment of goals in these areas also provides owners opportunities to maximize transferrable business value and control the timing of their exit.

Business Transition Management

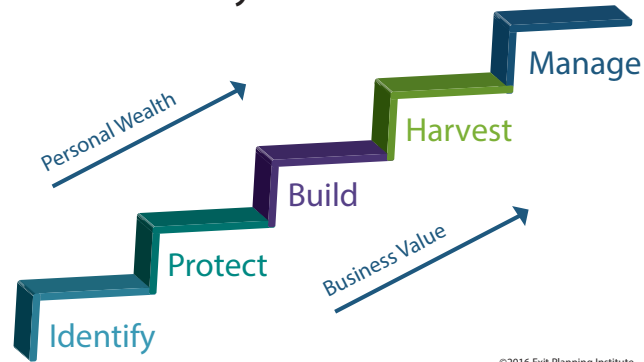
It is critical for final valuation and to the transition itself for the company to maintain performance. The Headwaters Approach provides critical strategic expertise that addresses maintenance of company value drivers both during and following the negotiation process. This assures the company's stated value proposition is continually supported throughout.



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Value Maturity Index



Questions Every Business Owner Should Ask

Step 1. Identify

Do I know what my business is worth?

If I sold my business today would net proceeds fully fund my retirement?

Step 2. Protect

Do I have an appropriate tax and estate strategy in place?

Have I mitigated critical risks that may affect the long-term success and stability of my business and my personal wealth?

Step 3. Build

Does my business have what it takes to run and grow without me in it?

What competitive advantages does my business possess that would make buyers pay a premium?

Step 4. Harvest

Do I know all exit options through which ownership of my business might be transferred?

Have I explored each exit option in order to find the one that is best for me, my family and my employees?

Step 5. Manage

How will I manage my wealth and legacy once I have received the proceeds from my sale?

What specific new purposes and routines do I have planned that will allow me to fully enjoy the freedom of my retirement?

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