

BUSINESS OWNER PROFILE AND GOALS



MY FIRM	
OFFICE LOCATION:	New York
LEGAL ENTITY:	S Corp
FIRM INDUSTRY:	Information Technology
FIRM SIZE (Employees):	32
PERCENT OF THE BUSINESS YOU OWN	90%
EMPLOYEES THAT ARE FAMILY:	0
AVG FIRM EBITDA, LAST 3 YRS (\$MN):	8
AVG FIRM REVS LAST 3 YRS (\$MN):	43

MY EXIT GOALS	
TIMEFRAME FOR EXIT TO BEGIN:	Next year
TIMEFRAME FOR EXIT TO BE FINALIZED:	Next 10 years.
HOW LONG WOULD YOU BE WILLING TO STAY INVOLVED WITH FIRM POST EXIT?:	Up to 2 years.
YOUR PREFERRED INVOLVEMENT AFTER EXIT:	Consultancy basis only.
EXIT METHODS BEING CONSIDERED:	Management Buyout, ESOP
BUSINESS EXIT PROS ON YOUR TEAM ALREADY:	Accountant, Lawyer, Estate Planner, Financial Planner
BUSINESS EXIT PROS YOU WOULD LIKE INTROS TO:	ESOP specialist, HR Consultant, Valuation Expert, Tax expert.
IMPORTANCE OF TAKING CARE OF FAMILY MEMBERS: Low <(1-10)> High	N/A
IMPORTANCE OF TAKING CARE OF EMPLOYEES: Low <(1-10)> High	9
IMPORTANCE OF TAKING CARE OF CUSTOMERS: Low <(1-10)> High	7
IMPORTANCE OF TAKING CARE OF SHAREHOLDERS: Low <(1-10)> High	8
IMPORTANCE OF GETTING MAXIMUM SALE PRICE: Low <(1-10)> High	7
IMPORTANCE OF TAX CONSIDERATIONS OF YOUR EXIT: Low <(1-10)> High	8
DO YOU KNOW HOW MUCH \$ YOU NEED FROM EXIT TO MEET YOUR FINANCIAL GOALS?	Yes
HOW WELL CAN YOU ENVISION YOUR DAILY LIFE POST EXIT?	Quite well, will spend more time with family and with volunteer work. I am on the board of a couple of local charities.
FINANCIAL READINESS TO EXIT: Low <(1-10)> High	9
MENTAL READINESS TO EXIT: Low <(1-10)> High	8
EXIT GOALS SUMMARY:	Many of my employees are good friends and were instrumental in getting me to where I am today - I want to make sure they are well taken care of and can continue the legacy of the company. I also want to make sure the transfer is done in a tax effective manner. I am not sold on ESOP versus other management buyout options so I need a broad overview of my various options.
EXIT TEAM NEED:	First, I need an expert in Managed Buyouts / ESOPs. I will also need tax and valuation experts experienced with Management Buy-outs and ESOPs. I would also like to speak with a tax expert experienced in these kinds of transactions.

HOW TO REACH ME	
PREFERRED COMMUNICATION METHOD(S):	Phone, Zoom, Email
PREFERRED COMMUNICATION TIMES:	Mornings Monday to Friday