

BUSINESS OWNER PROFILE AND GOALS



MY FIRM	
OFFICE LOCATION:	Boston North Shore
LEGAL ENTITY:	S Corp
FIRM INDUSTRY:	Food manufacturing
FIRM SIZE (Employees):	8
PERCENT OF THE BUSINESS YOU OWN	100%
EMPLOYEES THAT ARE FAMILY:	0
AVG FIRM EBITDA, LAST 3 YRS (\$MN):	2
AVG FIRM REVS LAST 3 YRS (\$MN):	12

MY EXIT GOALS	
TIMEFRAME FOR EXIT TO BEGIN:	Next year
TIMEFRAME FOR EXIT TO BE FINALIZED:	Next 3 years, but possibly earlier depending on health.
HOW LONG WOULD YOU BE WILLING TO STAY INVOLVED WITH FIRM POST EXIT?:	Up to 5 years.
YOUR PREFERRED INVOLVEMENT AFTER EXIT:	I would like to be kept around on a consultancy basis for up to 5 years after sale if possible.
EXIT METHODS BEING CONSIDERED:	Sale at reasonable price. Stay and Grow the business before selling.
BUSINESS EXIT PROS ON YOUR TEAM ALREADY:	Accountant, Lawyer, Esatet Planner
BUSINESS EXIT PROS YOU WOULD LIKE INTROS TO:	Financial Planner, M&A Advisor, Valuation Expert
IMPORTANCE OF TAKING CARE OF FAMILY MEMBERS: Low <(1-10)> High	N/A
IMPORTANCE OF TAKING CARE OF EMPLOYEES: Low <(1-10)> High	7
IMPORTANCE OF TAKING CARE OF CUSTOMERS: Low <(1-10)> High	8
IMPORTANCE OF TAKING CARE OF SHAREHOLDERS: Low <(1-10)> High	N/A
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?	I have a ballpark idea only.
HOW WELL CAN YOU ENVISION YOUR DAILY LIFE POST EXIT?	Quite well, will spend more time with grandkids and do some travel. Would like to stay engaged with the industry for a few more years.
FINANCIAL READINESS TO EXIT: Low <(1-10)> High	7
MENTAL READINESS TO EXIT: Low <(1-10)> High	9
EXIT GOALS SUMMARY:	I get many offers from other buyers in the industry, but am proud of my product's authenticity and don't want it debased my a mass producer. I care who takes over the industry and would rather work several more years or sell for a slightly lower price than adulterate my product or disappoint my employees and customers.
EXIT TEAM NEED:	I need a financial planner to work with me to determine how much I need from the sale of the business to maintain my required standard of living and advise me regarding investing the sales proceeds prudently. I need an M&A Advisor to help me find the right buyer and market my firm. I need a valuation expert familiar with my industry's metrics to value my firm.

HOW TO REACH ME	
PREFERRED COMMUNICATION METHOD(S):	Phone, Zoom, Text
PREFERRED COMMUNICATION TIMES:	Afternoon's Monday to Thursday