

BUSINESS OWNER PROFILE AND GOALS



MY FIRM

OFFICE LOCATION:	Long Island
LEGAL ENTITY:	LLC
FIRM INDUSTRY:	Construction Services
FIRM SIZE (Employees):	6
PERCENT OF THE BUSINESS YOU OWN	100%
EMPLOYEES THAT ARE FAMILY:	0
AVG FIRM EBITDA, LAST 3 YRS (\$MN):	1.5
AVG FIRM REVS LAST 3 YRS (\$MN):	5.5

MY EXIT GOALS

TIMEFRAME FOR EXIT TO BEGIN:	This year
TIMEFRAME FOR EXIT TO BE FINALIZED:	Next 5 years
HOW LONG WOULD YOU BE WILLING TO STAY INVOLVED WITH FIRM POST EXIT?:	Up to 1 year.
YOUR PREFERRED INVOLVEMENT AFTER EXIT:	Ideally, my involvement with the firm post exit would be fairly minimal.
EXIT METHODS BEING CONSIDERED:	Stay and Grow the business before selling for highest price available.
BUSINESS EXIT PROS ON YOUR TEAM ALREADY:	Accountant, Financial Planner
BUSINESS EXIT PROS YOU WOULD LIKE INTROS TO:	Growth consultant, Life Coach
IMPORTANCE OF TAKING CARE OF FAMILY MEMBERS: Low <(1-10)> High	8
IMPORTANCE OF TAKING CARE OF EMPLOYEES: Low <(1-10)> High	7
IMPORTANCE OF TAKING CARE OF CUSTOMERS: Low <(1-10)> High	5
IMPORTANCE OF TAKING CARE OF SHAREHOLDERS: Low <(1-10)> High	N/A
IMPORTANCE OF GETTING MAXIMUM SALE PRICE: Low <(1-10)> High	9
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, my financial planner has done a thorough analysis.
HOW WELL CAN YOU ENVISION YOUR DAILY LIFE POST EXIT?	Unsure. I would certainly like some help from a life coach on mapping this out.
FINANCIAL READINESS TO EXIT: Low <(1-10)> High	4
MENTAL READINESS TO EXIT: Low <(1-10)> High	7
EXIT GOALS SUMMARY:	While I feel ready to exit the business and would like a less strenuous lifestyle, blockers are a. I don't believe the value of the company is at a point where it would provide enough money from a sale to meet my financial goals. (I have a number of family members that are dependent on me and I only want to sell when I am sure I have an exit price that will take care of them.
EXIT TEAM NEED:	I would like an introduction to an experienced growth consultant to help me set up a strategy to capitalize on some new sources of business. My expectation is that there are some operational efficiencies that can be uncovered by the consultant also. I also need a consultant to help me tidy up my books for sale and also to help me delegate better to key employees. Right now the business probably looks too dependent on me from the point of view of a prospective buyer.

HOW TO REACH ME

PREFERRED COMMUNICATION METHOD(S):	Phone, In person
PREFERRED COMMUNICATION TIMES:	Late afternoons, evenings, Monday to Saturday.