CORNERSTONE BUSINESS SERVICES

TRANSITION TIMELINE

Recognize that exiting your business is a process, not an event. Most business owners start too late. More planning = more options = more value. Plan your exit on your terms.

When do you want to be out of the business? Complete this exercise to uncover when you need to start.

How old are you today? _____

Example

65	-	2 years	-	9 months	-	12 months	=	61
Age "out" of business		Time to prepare company for sale (6 mo - 3 yrs)		Time to sell business (6 - 12 mo)		Time to transition past sale (6 - 12 mo)		**Age to start sales process**

65	-	1 year	-	9 months	-	5 years	-	6 months	=	57
Majority/ minority recap age "out" of business		Time to prepare company for recap (6 mo - 3 yrs)		Time to sell/recap business (6 - 12 mo)		Time post sale/recap **could be much shorter if proper mgmt team in place* (3-7 yrs)		Time to transition past sale (6 - 12 mo)		**Age to start recap phase**

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