
Navigating the Challenges of Exiting Your Business

10 Specific Actions to Dramatically Increase the Value of Your Business





Family Genes





C₃ A₁ N₁ C₃ E₁ R₁





48%

of owners who want to sell their companies today, have no exit strategy.

83%

of all attempted transactions never make it to the finish line.

72%

of business owners have **NO** exit strategy at all.

The Cause:

Business Owners just don't
prepare themselves or their
businesses for exit!

Maximize Business Value Playbook

65 specific action to dramatically increase the value of your business.

10





"We must remember that our lives are the sum total of all the small decisions we make. You may be one decision away from changing your life forever."

-Craig Groeschel



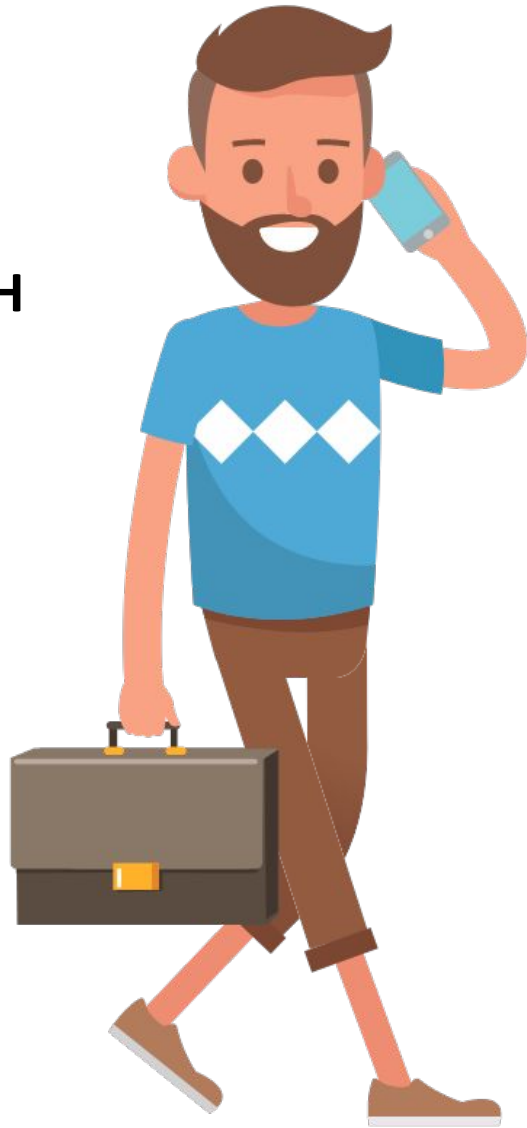
businesses

"We must remember that our ~~lives~~ are the sum total of all the small decisions we make. You may be one decision away from changing your life forever."

Tom Bronson

~~-Craig Groeschel~~

TOM O'YEAH



TOM D'ANGIT

NUMBER 2

Know what the Business is Worth

A man with dark, curly hair and a beard is shown from the chest up. He is wearing a light blue denim shirt over a white t-shirt. He has a wide-eyed, questioning expression on his face, and his hands are held out to the sides, palms up, in a gesture of confusion or "I don't know." The background is a plain, light-colored wall.

I don't understand.

There is really no reason **NOT** to know the value of your business.





TOM O'YEAH



TOM D'ANGIT

NUMBER 4

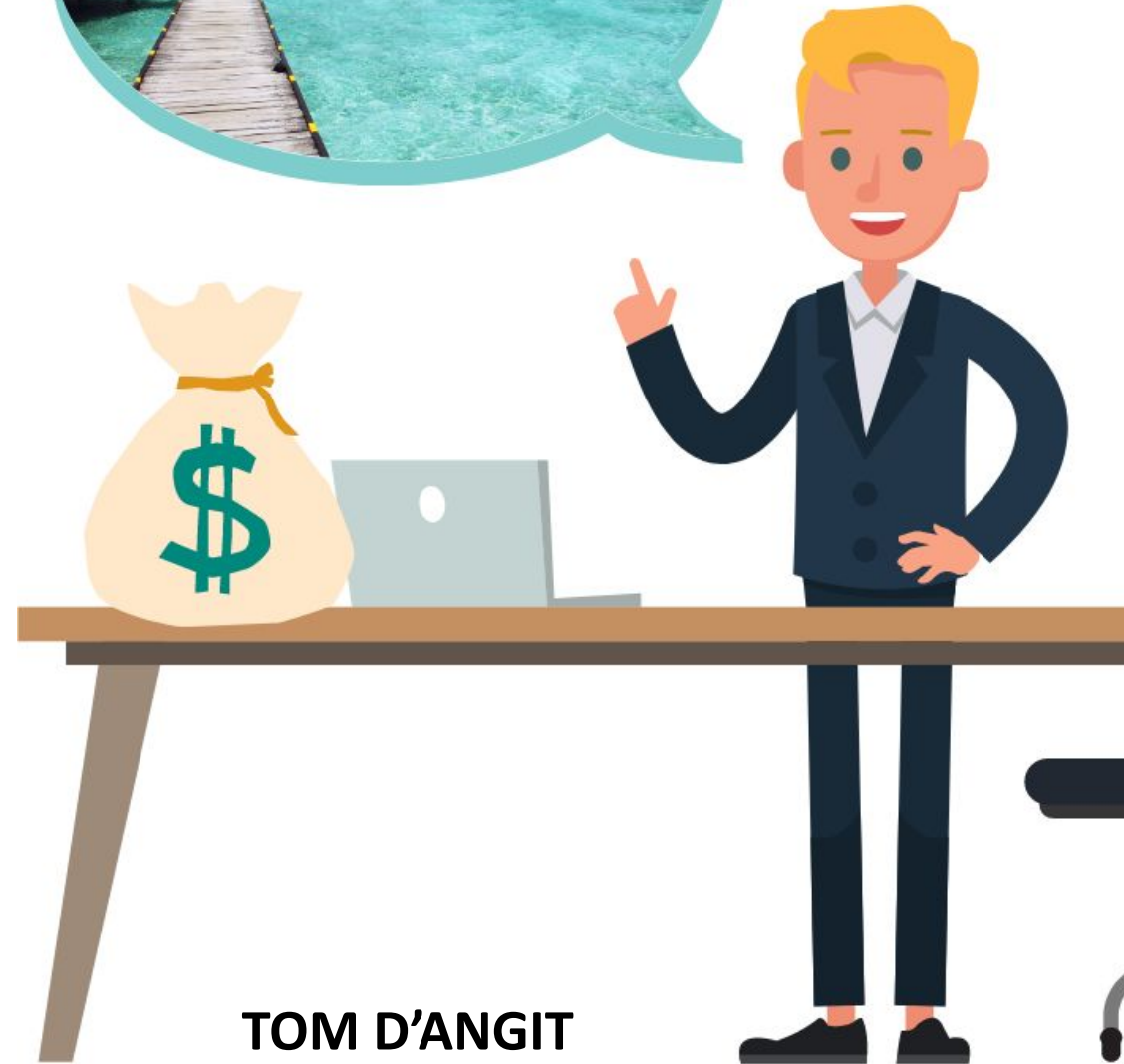
Require Monthly Financial Statements by the 15th

Every business owner needs to know their numbers.



**Be proactive about
getting your financial
statements **by the 15th****





NUMBER 8

Measure ROI on everything

A man with dark hair and glasses, wearing a light blue and white striped button-down shirt and black trousers, is running to the right. He is carrying a large, glowing incandescent lightbulb on his back. The lightbulb is oversized, with its base resting on the ground and its top extending towards the top of the frame. The background is a plain, light-colored wall. The overall scene is a metaphor for carrying a heavy burden or a bright idea.

Every business owner starts a business to get a return on investment.

*Not every investment returns cash.

PRODUCTION EFFICIENCY

LOWERS COST

CASH|VALUE

BOTTOM LINE: Things that increase business value!



TOM O'YEAH



TOM D'ANGIT

NUMBER 11

Budget Before Year End

If you don't know where you're going, any road will take you there." ~ Cheshire Cat



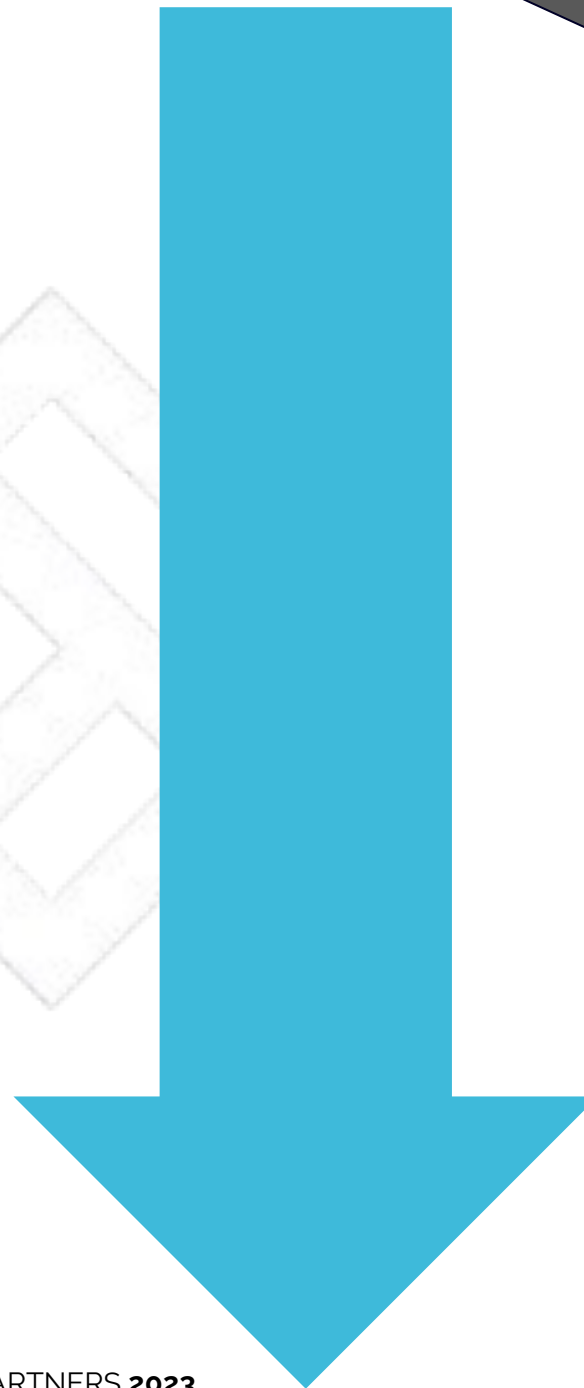


Creating a budget forces the business owner and the team to think strategically about the business for the upcoming year.

WHY BUDGET?

- Makes business more efficient.
- Decisions are made more quickly.
- Just follow the plan

How does this lack
of planning impact
business value?





TOM O'YEAH



TOM D'ANGIT

NUMBER 34

Use a Business Operating System



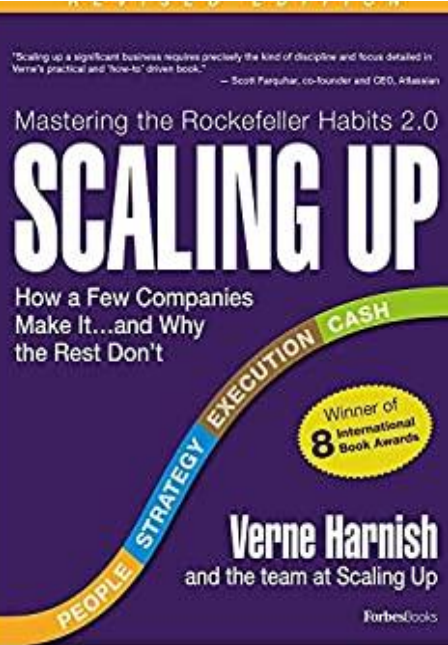
Every business has an operating system.



The basic premise of a business operating system is to provide a framework for setting goals, monitoring progress and achieving results.



Operating System Bookshelf



Donald Miller
Author of the #1 *Wall Street Journal* bestseller *Building a StoryBrand*

Business Made Simple.

60 Days to Master Leadership, Sales, Marketing, Execution, Management, Personal Productivity and More

Measure What Matters

How Google, Bono, and the Gates Foundation Rock the World with OKRs

John Doerr
WITH A FOREWORD BY LARRY PAGE

The Story of Lean Production—
Toyota's Secret Weapon in the Global Car Wars That Is Revolutionizing World Industry

THE MACHINE THAT CHANGED THE WORLD

JAMES P. WOMACK,
DANIEL T. JONES,
and DANIEL ROOS
READ BY FRED SANDERS

"Inspired and inspiring, a classic."
—Jim Collins Author of *Good to Great*

20th Anniversary Edition

THE GREAT GAME OF BUSINESS

The Only Sensible Way To Run A Company

NEW INTRODUCTION AND INTERACTIVE 'GET IN THE GAME' GUIDE

Jack Stack
with Bo Burlingham

"This book is a must for any business owner and their management team. Traction provides a powerful, practical, and simple system for running your business."
—DAN SULLIVAN
PRESIDENT AND FOUNDER OF THE STRATEGIC COACH

EXPANDED EDITION

TRACTION

GET A GRIP ON YOUR BUSINESS

GINO WICKMAN



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NUMBER 35

Document Your Processes



Benefits of Documented Processes

- Reduces the probability of serious errors
- Makes training new hires easier and more efficient
- Minimizes knowledge gaps among peers and departments
- Helps adhere to regulatory and compliance requirements
- Defines the expectations of how tasks should be performed
- Mitigates risks



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NUMBER 36

Identify and Track Key Performance Indicators (or Metrics)

performance

key

K

P

I

indicator



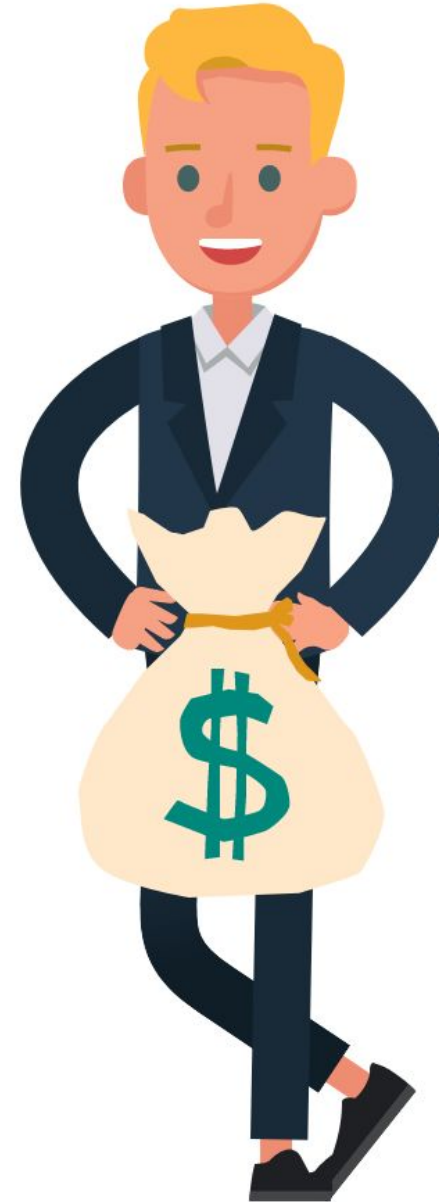
Don't just make a list and measure everything

Once the right KPIs are determined, they have to be consistently measured.





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NUMBER 42

Examine Growth Initiatives

A growing
business is
always
more
valuable
than a flat
or
declining
business.

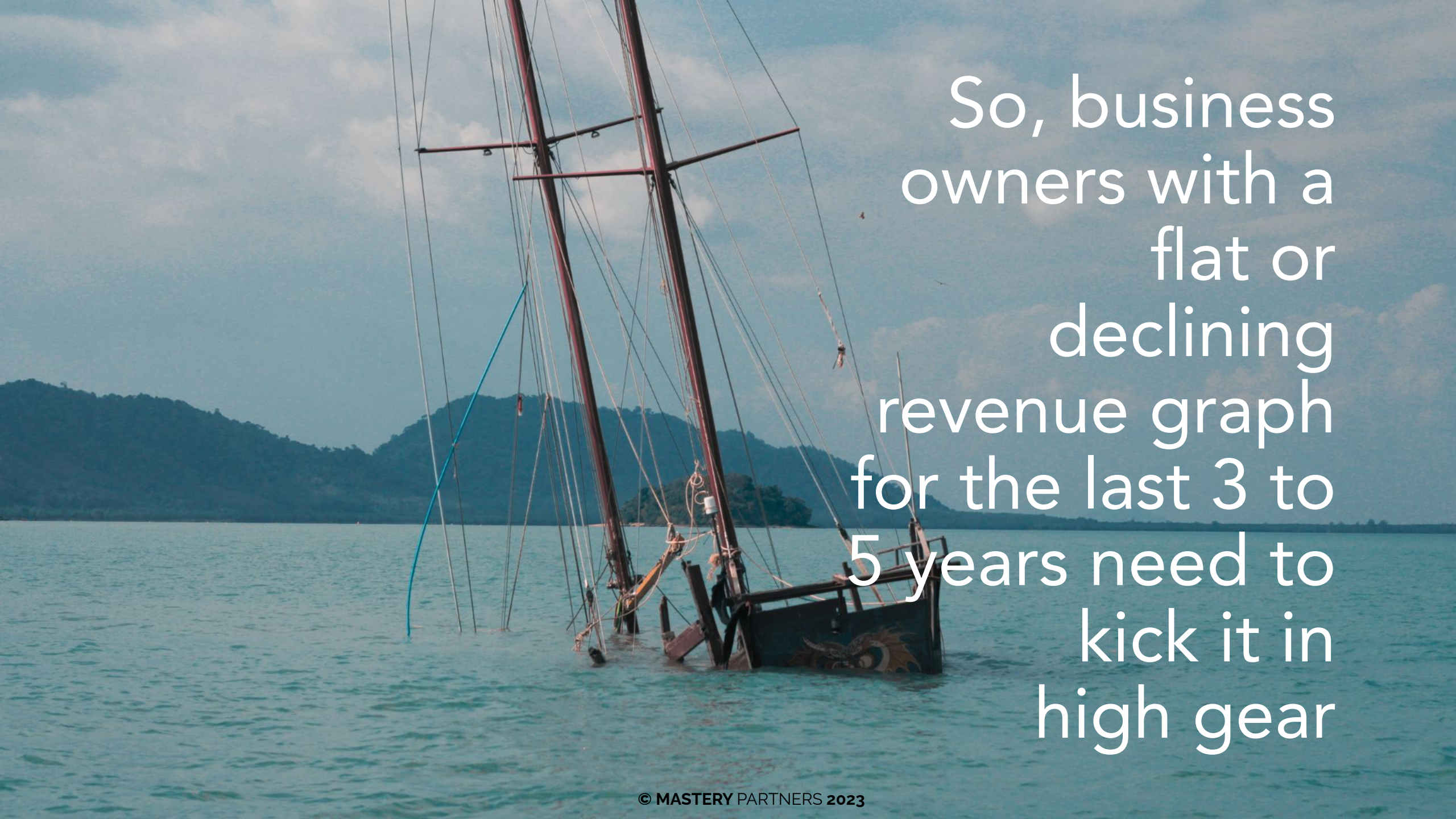




In most industries, businesses trade in a range of multiples of earnings.

[LINK](#)



A large wooden sailing ship, possibly a schooner, is shown from a low angle on the water. The ship's masts and rigging are prominent, with a person visible on the deck. The background features a calm sea and a hazy, mountainous coastline under a blue sky with light clouds. The text is overlaid on the right side of the image.

So, business owners with a flat or declining revenue graph for the last 3 to 5 years need to kick it in high gear



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S.S. TOM D'ANGIT

NUMBER 43

Find Ways to Build Recurring Revenue

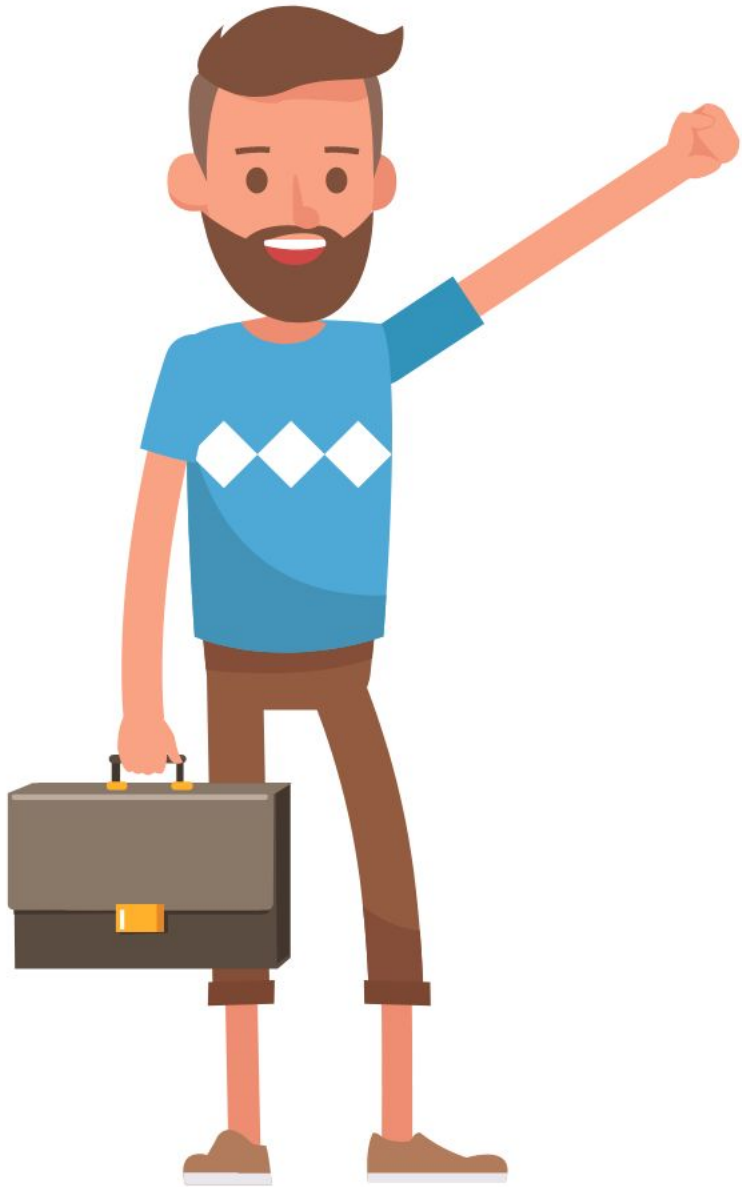
REVENUE



You can
convert
nearly
everything
to
recurring
revenue.







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NUMBER 54

Eliminate Owner Dependency

Owner Dependency is one of the
biggest obstacles to business
transitions success.





Become Expendable

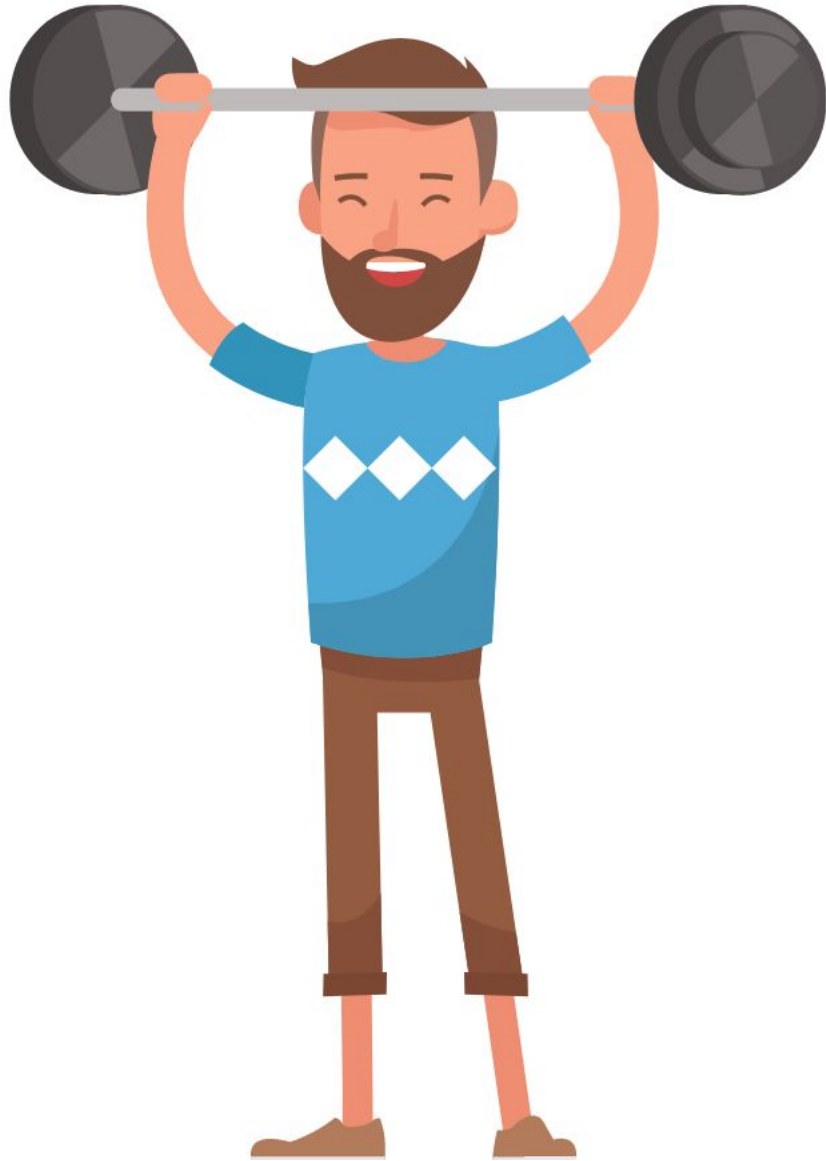


Are you an operator or an investor?



INVESTOR vs. OPERATOR

- Think about the things that only you can do.
- Take a 3-week vacation completely unplugged!
- What would happen to my business and my family if something happened to me?

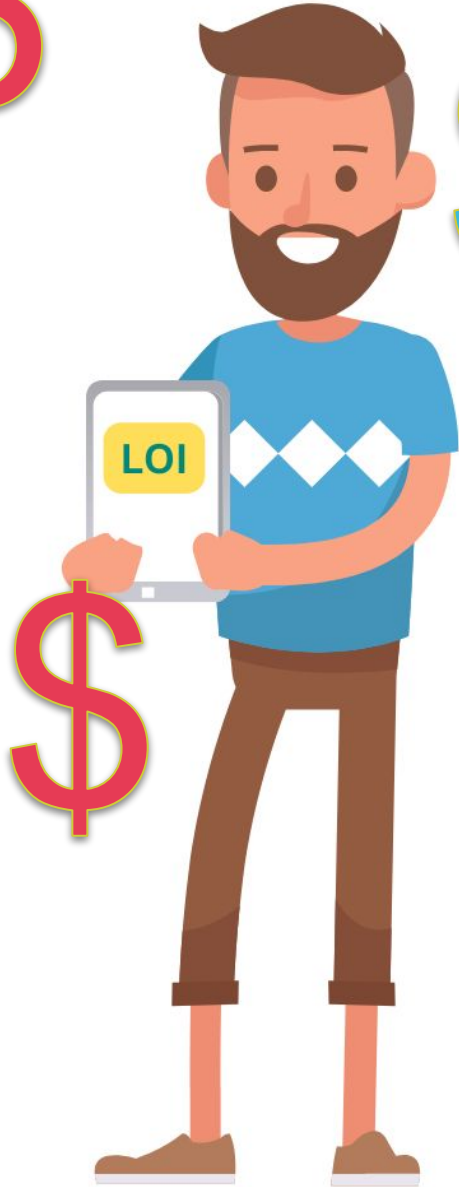


TOM O'YEAH



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DUE DILIGENCE



	O'Yeah Hardware	D'Angit Home Improvement
Know what the Business is Worth	✓	
Require Monthly Financial Statements by the 15th	✓	
Measure ROI on Everything	✓	
Budget Before Year End	✓	
Uses a Business Operating System	✓	
Document your Processes	✓	
Identify and Track KPIs	✓	
Growth Initiatives	✓	
Find Ways to Build Recurring Revenue	✓	
Eliminate Owner Dependency	✓	



5X Earnings



2X Earnings

How do you want your
business story to end?

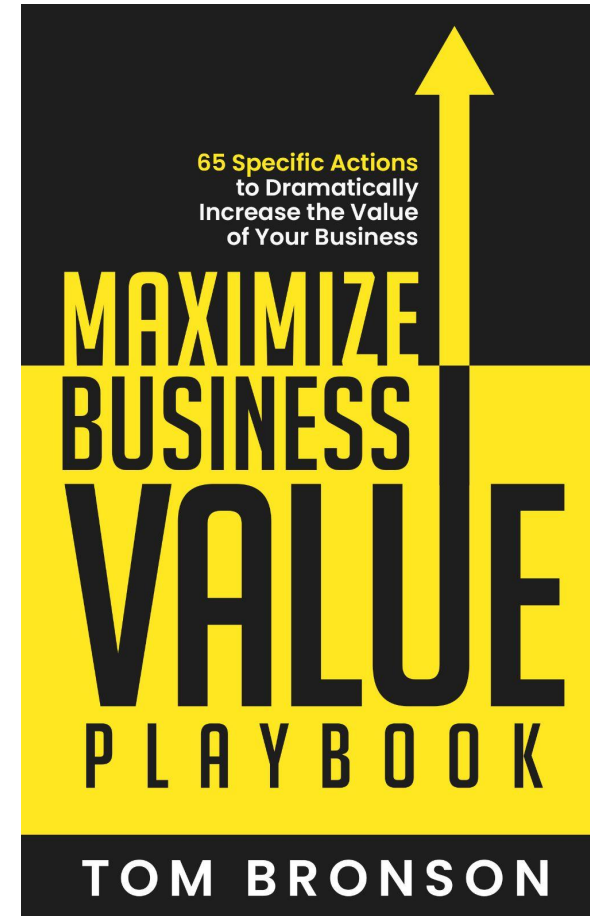
Know them.

Do them.

NOW!

WANT MORE DETAILS
ON THOSE AND
OTHER SMALL
DECISIONS YOU CAN
MAKE...

Pick up my book!



The logo features the letters 'AMA' in a bold, dark blue, sans-serif font. The text is centered within a light gray, diamond-shaped geometric pattern that consists of multiple overlapping, interlocking lines forming a complex, maze-like structure.

AMA



BUSINESS TRANSITIONS SUMMIT

Educate yourself.

Empower your business.

Execute relentlessly.

masterypartners.com/pcc
BTS DISCOUNT CODE: PCC

2024



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