

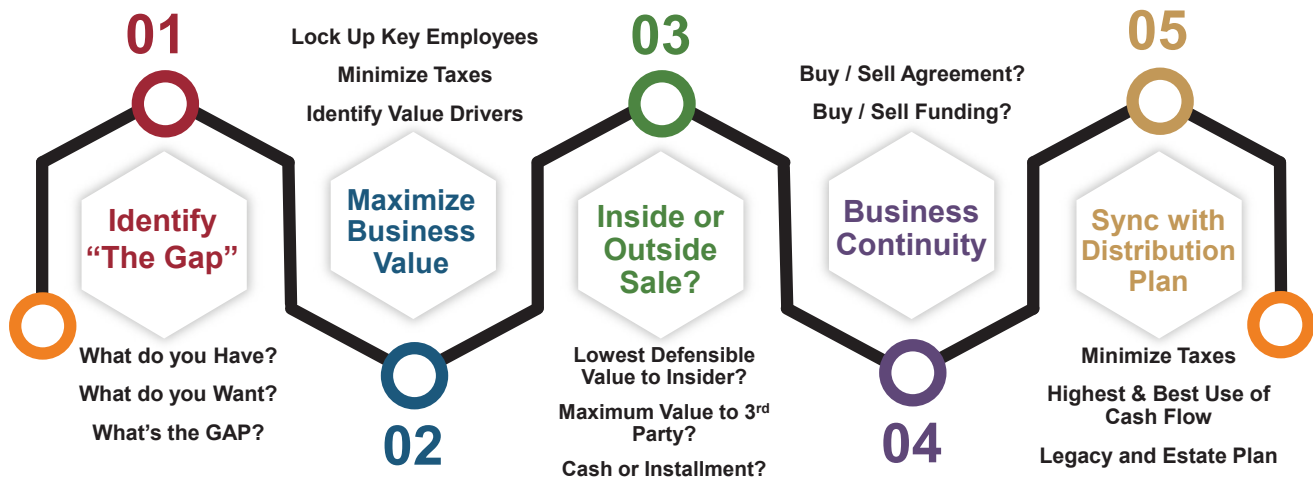
They say that Exit Planning should start the day the doors of the business open.

If that seems like that's way too soon, consider that each decision made moves you closer to an exit. The right choices make the business prosper and the increase your net worth, while poor choices can lead to an exit centered around liquidation.

SFP Wealth Strategies Group was established within Strategic Financial Partners to assist advisors and their clients in development of a strategic plan designed to meet each of the five issues areas outlined in this graphic.

family members, our exit planning process will help you to create an orderly, financially sound, and tax efficient plan that allows you to:

- **Maximize Value** – for your business at transition time.
- **Reduce Risk** – inherent in any internal transfer or third-party sale.
- **Stay in Control** – of the process until you are ready to move; while working with your attorney and CPA and members of the SFP Wealth Strategies team.



For more information on the Exit Planning Process see the article here:

What is Exit Planning?

All businessowners realize that they will leave the business at some point. One of the areas we emphasize within our Strategic Financial Partners (SFP) Wealth Strategies planning process is helping successful owners leave on their own terms and schedules. This is Exit Planning.

Whether that transition involves a sale to an outside third-party, or an internal transfer to key employees or

A complete Exit Plan is an important part of your entire wealth management plan and consists of creating specific answers to the following key questions:

- What are your exact retirement goals and what will it take — in cash — to reach them?
- How much is your business worth today?
- What is the best way to maximize the income stream generated by your ownership interest?
- How can you sell your business to a third party and pay the least possible taxes?
- How can you transfer your business to family members, co-owners, or employees while paying

the least possible taxes and enjoying maximum financial security?

- How can you provide for the successful continuance of your business if the unexpected happens to you?
- How can you provide financial security for your family if the unexpected happens to you?

Our SFP Wealth Strategies process enables you to create an actionable plan based on the answers to these answers that is tailored to your own personal and business situation.

How does the Exit Planning process work?

Many business owners do not realize that there is a proven Exit Planning process. They are unaware of all that can be done to assist them as they begin to plan for their business exits. And of course, without a plan, exiting your business can appear daunting. As a result, most owners wait until it is too late to create an optimal plan.

Our Exit Planning process is an experience-based, step-by-step process that leads business owners to ultimate success — the profitable sale or transfer of their businesses.

Exit Planning is a multi-step process and may accomplish the following:

- Establishing owner objectives
- Establishing business value by a 3rd party appraisal firm
- Building business value and cash flow
- Selling to a third party, or transferring to management group, or family members
- Developing a business contingency plan
- Analyzing the benefit of employer-based retirement plans, as well as Executive Benefit plans.
- Incorporating existing investment assets and savings.
- Family wealth preservation planning

When should Exit Planning start?

Ten - fifteen years before your planned transition from your business is not too soon to plan. Some tax and wealth building strategies take time and starting earlier creates more options and produces better outcomes. Therefore, the sooner you plan for your transition, the

higher probability you have to create lasting wealth for you and your family.

There is much more to an Exit Planning strategy than just selling (or transferring) your business. There are a number of issues to deal with, both hard (like wealth creation and taxes) and soft (like relationships with family, employees, customers and other stakeholders).

Who should consider creating an Exit Plan?

Consider creating an Exit Plan if your situation is similar to the following:

- You are between 40 and 55 years old.
- You control all or nearly all the ownership interest in your company.
- Your personal net worth is tied closely to the value of your company.
- You have family members interested in carrying on the business legacy.
- Your business has been operating for more than 5 years.
- Your business has more than 5 employees.
- You have received inquiries from buyers.
- You know the business is marketable but don't know the process of selling a business.

What can you do to get started?

Take action — informed action — by contacting one of our experienced team of advisors and the members of our SFP Wealth Strategies group alongside your current tax advisor(s).

