

Exit Baseplan

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Legacy Partners

The “Exit Challenges” of a Business Owner...

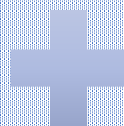


ELP MISSION: We exist to help Business Owners build transferable value, stay in control of their exit, and leave a legacy.

ELP SOLUTION:



Minimal
Time = 2
months



Minimal
Cost



Exit
Baseplan

Comprehensive approach

Solid foundation

How does an Owner benefit from exit planning?

Maximize Value

- Assess and strengthen value drivers / key performance indicators
- Market assessment
- Maximize sale price

Minimize Risk

- Risk during the transition
- Risk of excessive and unnecessary taxes

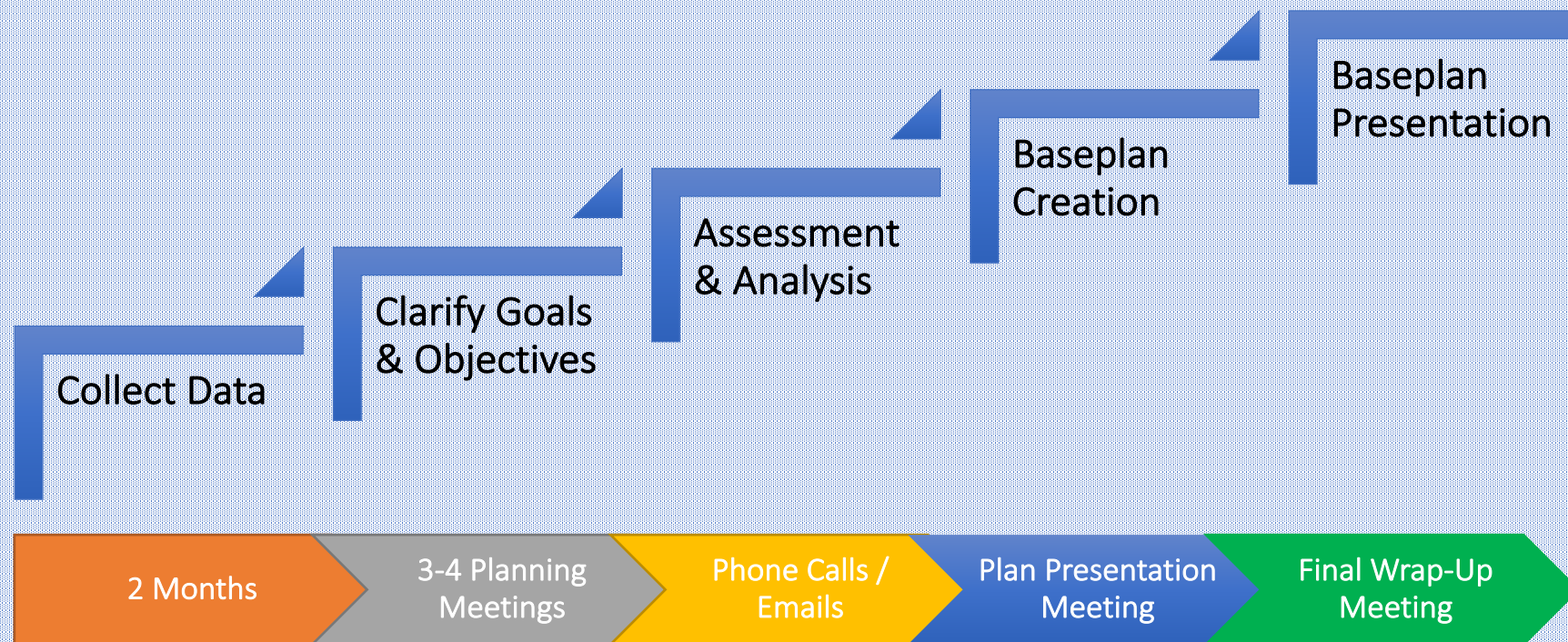
Stay in Control

- Set your business on the course you think is best
- Exit on your own terms and conditions

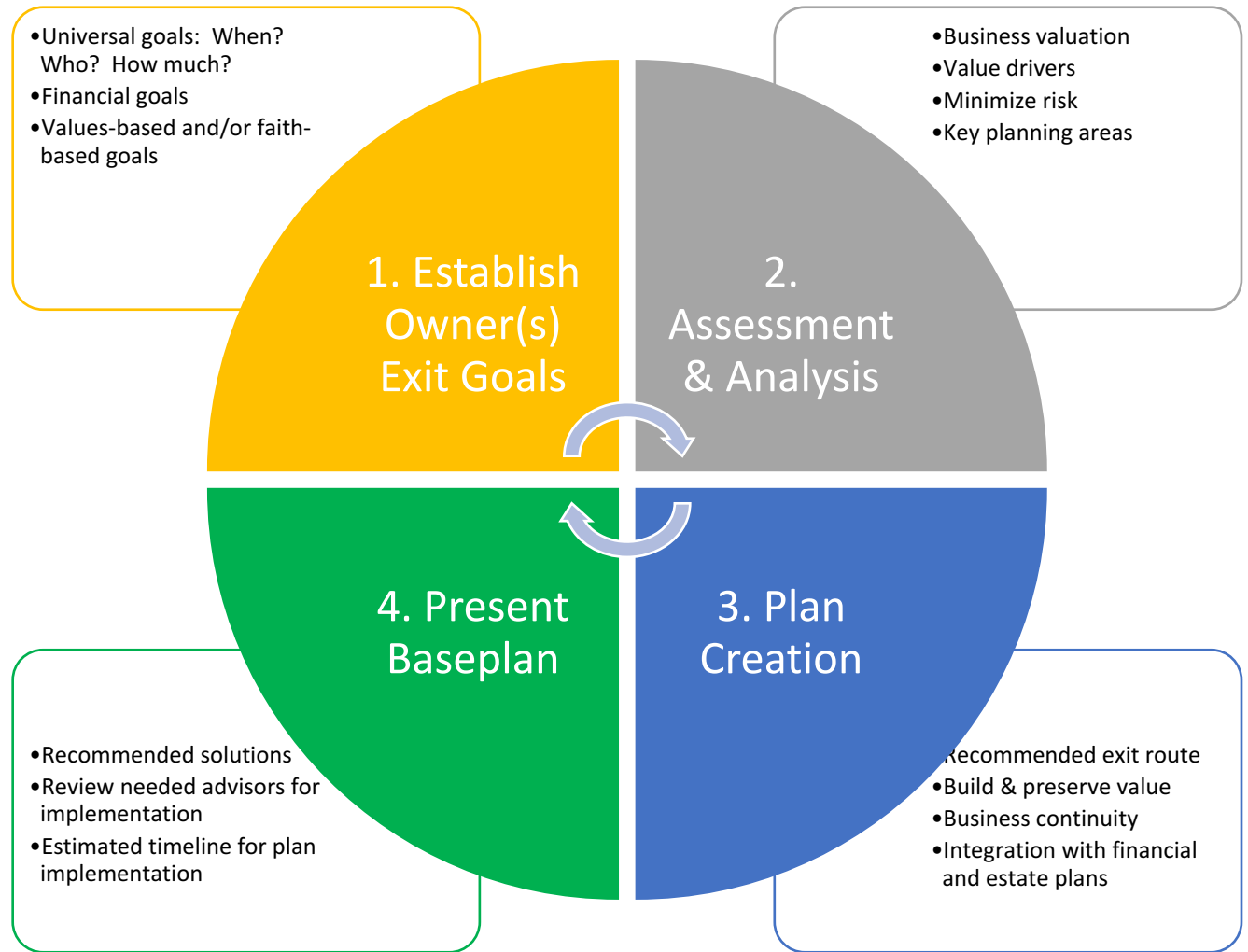
Goals Realized

- Universal
- Financial
- Faith-based
- Values-based

Exit Baseplan Process:



Exit Baseplan Deliverables



From Exit Baseplan to Implementation...

Exit Baseplan

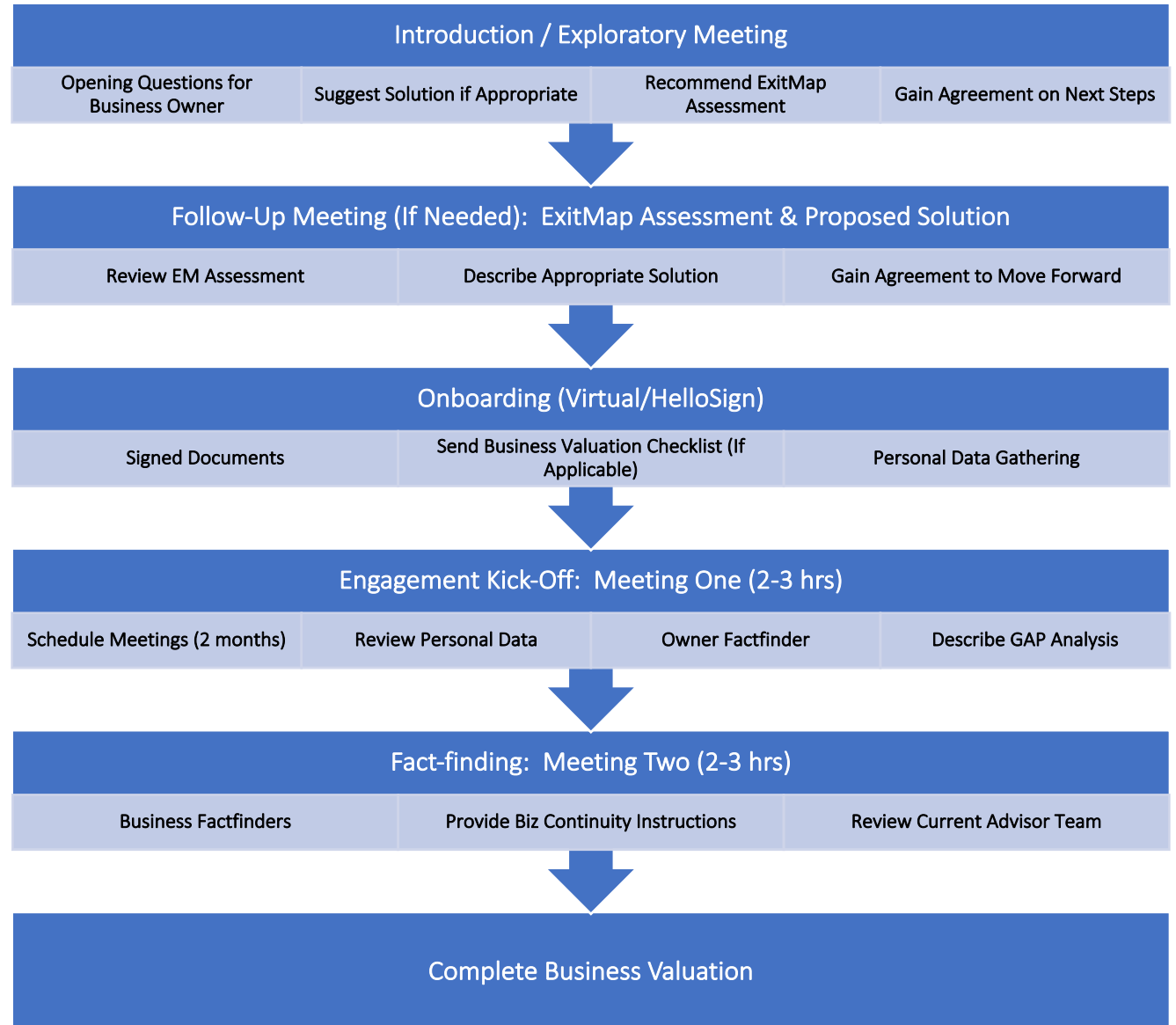
- Data gathering / establish owner goals / assessment & analysis / recommend exit route & solutions
- Establish advisors required for design / implementation
- Comprehensive & foundational exit roadmap

Implement Recommended Solutions

- Coordinate needed advisors / consider engaging ELP for project management or coaching
- Detailed design of solutions
- Plan implementation



First 30 Days



30-60 Days

Clarify Owner Goals & Objectives: Meeting Three (2-3 hrs)

When do you want to exit?

How much \$\$ will you need?

Who do you want to sell/transfer business to?

Values-based / Faith-based goals

Review Business Valuation and Value Drivers (2-3 hrs)

Key Performance Indicators

Competitive Analysis

Present Exit Baseplan to Owner(s) (2-3 hrs)

Assessment & Analysis

Recommendations

Review current advisor team

Final Wrap-Up (1-2 hrs)

Q&A

Discuss next steps