

THE EXIT EXERCISE CHECKLIST



HOW READY AND HEALTHY IS YOUR BUSINESS TODAY?

INSTRUCTIONS: Take 5 minutes and review each of the following 10 statements. Circle how ready/healthy your business is on a scale of 0 to 10 for each statement.

1. We know the realistic value of the business today, and the framework for how it is calculated.



2. We have timely and accurate financial statements prepared, and we review and analyze them monthly.
(i.e. Balance Sheet, Profit and Loss, Sales Reports, Other Performance Reports)



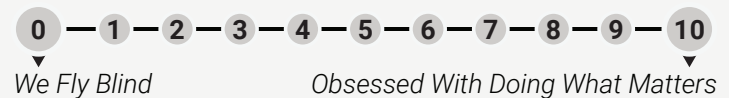
3. We have a clear vision of the organization's future, including how we will get there, and have communicated it to our team and stakeholders in the last 12 months.



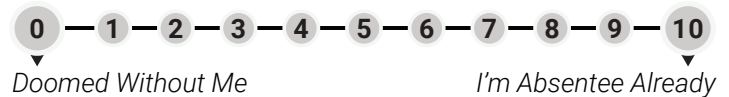
4. We have an established, structured and disciplined Business Cadence for how we make progress and execute on the organization's vision and strategic plan.



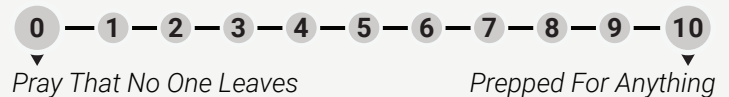
5. We have identified, measure and monitor the essential key performance indicators (KPIs) that drive the business forward.



6. The organization can run and succeed without the owner(s).



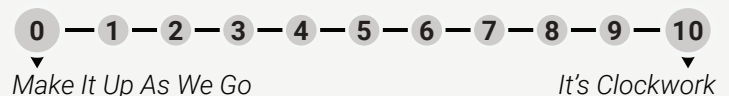
7. We have a plan for retaining and replacing critical performers.



8. We have ongoing relationships with trusted advisors.
(CPAs, attorney, insurance experts, financial advisor, HR consultant)



9. We have documented our critical processes and abide by them to consistently and efficiently deliver our products/services.
(i.e. sales, marketing, production, delivery)



10. Our legal house is in order; up to date, in compliance, and readily available.
(Intellectual property secured for key assets; Contracts, licenses, permits, etc; Corporate documents; buy/sell agreements and partner resolution protocols; Resolution of existing and known legal action)

