soundpoint CONSULTING

Assess

Establish
Base-Line Business Valuation

Assess
Business Readiness
Personal Desires
Financial Needs

Articulate Goals
Nest Egg
Legacy
Timing
Other

Determine Gaps
Between Goals and Today's Reality

Develop
Prioritized Action Plan

Decide & Commit

Mobilize Team
Exit Advisor
CPA
Financial Planner
Attorney
I-Banker or Biz Broker
Key Employees
Other

Prepare & Optimize

Enhance Value of Business
Operational improvements
Financial audit
Balance sheet clean-up
Contingency plan
Leadership succession
Other

Organize Personal & Financial
Financial & estate plan
Retirement budget
Post-business personal plan
Evaluate tax minimization strategies
Other

Prepare for Transaction
Assess exit options
Understand potential deal structures
Prepare due diligence materials
Develop marketing materials
Other

Transition

Transact
Transfer to family
Sell to 3rd Party
ESOP
Liquidate

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