THE EXIT PLANNING TEAM

DRIVING VALUE THROUGH EACH STAGE OF YOUR EXIT

Exit Planning Timeline Chart (3–5 Years)

Stage	Key Activities
Planning and Preparation	- Define exit goals and timeline - Conduct business valuation - Assemble exit advisory team (lawyer, CPA, broker) - Identify value gaps and risk areas - Start personal financial planning
Value Enhancement	- Implement operational improvements - Improve financial reporting and KPIs - Reduce customer concentration - Optimize tax and legal structures - Develop successor or management team
Pre-Transaction Planning	- Update valuation - Clean up financials and documentation - Pre-qualify buyers/investors - Finalize estate/wealth plan - Review legal compliance and contracts
Go to Market	- Begin marketing the business - Engage M&A advisor/investment banker - Identify and screen buyers - Conduct due diligence preparation - Prepare pitch materials and CIM
Transaction and Transition	- Negotiate terms and LOI - Complete due diligence - Finalize transaction documents - Close deal - Transition leadership/customers/employees - Execute post-sale plan (tax, reinvestment, legacy)

- Timelines can vary widely based on industry, readiness, and deal size.
- Start **sooner than later**—exit prep often reveals gaps that take time to resolve.
- If you're planning a **family succession**, allow more time (5–10 years).