

Value Acceleration and Transition Planning

written by Lauri Moon | February 18, 2019

A business owner's relationship with their business has a life cycle. Whether they started the business or bought it, they are on a path leading them and their business to an eventual exit. And currently, because Baby Boomers own about two-thirds of all privately held businesses, there will be a significant turnover in company ownership over the next ten years.

In order to address these eventualities, Keystone Business Ventures, Inc. has developed a life-planning management system that is based on a Value Acceleration Methodology and Exit Planning Institute Strategies for an owner, or owners, to benchmark their company's value, identify "value drivers," and initiate action plans that will enhance their company's value when it is time for their successful transition to a new and fulfilling life. All businesses transfer at a Range of Multiples.

Come and learn what range of multiples your business would transition at today. The Value Gap is the difference between what your business is worth today and what value you need to sell the business for in order to accomplish your retirement or post succession, referred to as "Third Act", goals. Please join us as we review the 11 actions that you will need to know in order to prepare yourself and your company for your "Third Act."

| Succession Planning is Strategic Business Planning! | 11 Actions an Owner MUST Take to Rapidly Grow Value & Unlock Wealth |
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| <ul style="list-style-type: none"> • Where do I begin? • What are my transfer options? • Which advisors should I consult? • What other individuals should I consult? • When is the right time for me to exit? • What “if analysis” and contingencies should I plan for? • How do I ensure people stay when I exit? • What Best Business Practices should I incorporate into my plan? • Do I need a Wealth Estate Plan? • Why do I need to develop a Personal Plan? • Do I need a Business Valuation? | <ul style="list-style-type: none"> • Shift your paradigm • Align your Three Legs of the Stool • Make business value your #1 goal • Focus on the present • Manage value using the Value Maturity Index • Make intangible assets transferrable – Transferability • Ground plans in action – relentless execution • Use Value Acceleration as your core management process • Measure frequently – keep score • Build reliable teams internally and externally • Invest in your success |

Speaker: Bill Knoch, Keystone Business Ventures - [Click here for bio.](#)

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