



TRANSITION ROADMAP®

OVERVIEW

The Transition RoadMap® is specifically designed to help you begin thinking about your business as an outside investor would. You will learn how to align personal, business and financial goals in order to maximize and extract value from your business. The Transition Road Map® consists of a series of 5 stages, each with a specific goal in mind.

- Stage 1: Developing an Itinerary
- Stage 2: Preparing for Your Journey
- Stage 3: Mapping Your Strategies for Success
- Stage 4: Preparing for Departure
- Stage 5: Arriving at Your Destination

OUTLINE

Each stage of the Transition RoadMap® was developed with a specific objective/goal in mind. The beauty of the road map is that each stage builds upon the previous one and can be specifically tailored to the needs of the business and business owners. Below is an overview of each stage and its objective.

Stage 1: Developing an Itinerary

- Objective: help business owner know and understand the value of their business today and how that plays an important role in the success of their transition
- To know where we are going we need first know where we are now.
- In depth review of business to determine value, gain clear understanding of the business
- Management interview to establish business, personal and financial goals
- Financial planning and retirement needs

Stage 2: Preparing for the journey

- Objective: help business owner to begin thinking like an outside owner as if they were going to purchase their business
- De-risking the company in areas that are easily protected
- Protecting what you already have

Stage 3: Mapping out Strategies for Success

- Objective: is to help the business owner obtain the maximum value from their business in the most efficient manner while meeting overall goals and objectives.
- Value-enhancement opportunities
- Strategic planning

Stage 4: Preparing for Departure

- Objective: help business owner extract the value of from their business while meeting goals and objectives
- Exit options



- Tax planning
- Documentation/Due Diligence Assistance
- Liquidity Event

Stage 5: Arriving at your Destination

- Objective: help business owners understand the importance of managing and preserving their wealth via continued financial/estate planning and asset protection

WHY ENCOMPASS TRANSITION SOLUTIONS?

As a CPA and business advisor, I have been working with business owners for more than 30 years. I understand that you have worked hard to build your business and that your business can represent a substantial personal financial asset. Like many owners you may have been too busy working in your business to give much thought to a transition plan. That is where Encompass Transition Solutions, LLC can help.

I work closely with you and your advisors to develop a plan for transition from your business so that you can exit your business on your terms and for maximum value. We take what may appear to be an overwhelming and daunting task and break it down into five manageable stages (ETS's Transition RoadMap®) to develop a transition plan tailored to your personal, business and financial goals. This is not a one-size fits all process, but a personalized and holistic approach to identifying, protecting, enhancing, realizing and managing the value of your business.

If you own a business and are planning to sell/transfer the business, I recommend beginning the process of developing a transition plan a minimum of two years in advance, though 3 to 5 years is preferable. Transition planning will require an investment of your time, your attention and capital. However, when done in a thoughtful and deliberate manner a transition plan can have substantial payback. Beginning with the end in mind, a transition plan will help you protect your business, position the business for maximum value, and provide you peace of mind.

I enjoy working with clients and look forward to helping you determine your business, personal and financial goals. I will be honest and upfront with you; you will likely hear things from me that you don't exactly want to hear. But in the end, you will know what your alternatives are so that you can make sound educated decisions regarding you, your business and your family.

YOUR INVESTMENT

The value of your business and extracting that value is important to you. You deserve to get the most from years of hard work and investment in your business. Transition planning is not for those looking for a quick fix or an easy way out. This process will require a commitment of time and resources (yes, money) on your part. However, your investment can pay huge dividends to you if you are committed to the process.

To find out more please visit our website www.encompasstransitions.com or contact Sheryl Brake, CPA/CGMA, CVA, CEPA at 970-389-4802 or email Sheryl at sheryl@encompasstransitions.com