
JOHN HAWKEY

John Hawkey is the managing director of Buckmaster Hawkey Limited. He is a qualified barrister and accountant and the author of an authoritative book for business owners on how to prepare a business for sale or succession, which was published by Gower Publishing in January 2003.

John worked in printing and publishing and professional practices before becoming a small business owner and then a private business adviser 25 years ago. He now specialises in assisting business owner/managers with their exit strategy planning, be that through family succession, a trade sale or a more sophisticated process of a management buy-out or flotation.

He has specific industry experience in retailing, manufacturing, recruitment, franchising, printing and publishing, professional practices and financial services, as well as a thorough understanding of the difficulties facing business owners in small and medium sized enterprises (SMEs).

He has lectured widely to universities, colleges, business groups and trade associations on entrepreneurship, company directorship, business valuations, start-ups and 'spinouts' and exit strategy planning.

CONTACT US

To find out more about the ESP Diagnostic Report, or to arrange a face-to-face meeting at your premises for a report to be produced, please contact:

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Further information on our Corporate Services activities can be found at:
www.buckmasterhawkey.com

EXIT STRATEGY PLANNING



DIAGNOSTIC REPORT

YOUR EXIT STRATEGY QUESTIONS ANSWERED

Research shows that 40% of private business owners would like to quit their businesses in the next two years, whilst the other 60% will have to exit their businesses at some stage!

There is, therefore, a strong interest from business owners in choosing the best exit strategy to ensure that you maximise your after-tax proceeds when you decide to quit.

But before you start the exit process, there are several key questions you might wish to have answered, including:

- What is my business worth?
- What is the optimum exit option for me?
- When should I get out?
- Do I have the best business structure to ensure I pay the least possible tax?
- What aspects of my business could reduce its value and make it harder to sell?
- Who are the potential purchasers of my business?

The answers to all your questions will be found in our Exit Strategy Planning (ESP) Diagnostic Report.

THE ESP REPORT

Following a visit to your premises to collect information and to interview the owners, we will provide you with a written Diagnostic Report, which will set the foundations for you to properly plan your exit, whether you decide to do it yourself, or to utilise the assistance of professional advisers.

Where relevant to your particular business, the report will include the following information:

- A review of your business ownership structure with special regard to the implications of Capital Gains Tax on exit
- Choice of optimum exit option/s to ensure you maximise your exit opportunities
- Establishment of realistic value targets and an exit timetable
- Advice on the current and probable future value of your business
- Guidance on what should be contained in your shareholders/directors' agreements to facilitate exit
- Identification of the business's impediments to sale (those aspects that depress the sale price, or make the business difficult, or impossible to sell)

- A review of your operating business plan and SWOT analysis, to highlight the steps necessary to groom your business for exit
- Review of potential purchasers and/or investors in the business
- Checklist of 'things to do' to implement your exit strategy plan, prioritised into immediate, medium and long-term action

With the report you will also receive a free copy of John Hawkey's book ***Exit Strategy Planning: Grooming your business for sale or succession*** (valued at £50.00), which will show you how to take forward the Diagnostic Report's recommendations and plan an exit from your business.

THE COSTS

The cost of the ESP Diagnostic Report is £750 for businesses with an annual turnover (sales) of less than £5 million. For larger businesses a quote will be provided: an indicative cost is £1 000. These costs include VAT and a copy of John Hawkey's book, ***Exit Strategy Planning***, published by Gower.

To arrange for an ESP Diagnostic Report that will put you on the road to a profitable exit, please contact us at the address provided in this brochure.