

## ABOUT US

---

WE ARE SPECIALISTS IN THE PREPARATION AND GROOMING OF PRIVATE BUSINESSES FOR SALE OR SUCCESSION.

USING PROVEN METHODS AND UTILISING OUR EXTENSIVE UK AND INTERNATIONAL EXPERIENCE, OUR OBJECTIVE IS TO ACHIEVE THE MAXIMUM RETURN FOR YOU WHEN YOU EXIT YOUR BUSINESS.

OUR DIRECTORS AND PRINCIPALS HAVE EXTENSIVE EXPERIENCE IN THE FIELD OF EXIT STRATEGY, ENSURING THAT YOU ARE PROVIDED WITH COST-EFFECTIVE AND SKILLED ADVICE IN THIS MOST CRUCIAL PHASE OF YOUR BUSINESS LIFE.

CONTACT US FOR YOUR INITIAL FREE AND CONFIDENTIAL CONSULTATION.

---

## CONTACT US

---

**John Hawkey**

**Director**

**Buckmaster Hawkey limited**

**Glenside, Riverside**

**Taunton**

**Somerset TA1 1XG**

**England**

[www.exitstrategyplanning.com](http://www.exitstrategyplanning.com)

**Telephone 01823 337471**

**Mobile 07751 879927**

**(E) johnhawkey@btinternet.com**

---

For information about our corporate services please consult:

[www.buckmasterhawkey.com](http://www.buckmasterhawkey.com)

---

## EXIT STRATEGY PLANNING

**"Grooming your business for sale or succession"**

---



- **The importance of ESP**
- **The ESP Programme**
- **What are the exit options?**

[www.exitstrategyplanning.com](http://www.exitstrategyplanning.com)

## THE IMPORTANCE OF EXIT STRATEGY PLANNING ("ESP")

---

All private business owners will at some stage need to exit their businesses.

If no preparation or planning has been made for exit, the business may be in an unsuitable condition for transfer or sale. Also the successor or management may be unfit, inexperienced or unable to take over the business. Without proper continuity planning, an untimely death or illness of a major shareholder or partner could lead to disruption to the business or cause the sale of the business to be aborted.

Ideally, you should consider your exit options from start up and tailor your business to fit this exit. If you have not done this you should plan your exit over a three to five year period. This will allow adequate time to place the business in an optimum position for disposal. An integrated financial plan, that takes account of both personal and business needs and considers all aspects of tax planning, will be an integral part of the planning process.

## THE STAGES OF OUR ESP PROGRAMME

---

Our exit strategy programme has several key components, including:

- \* A review of your business structure and shareholder arrangements
- \* The production of an operational business plan
- \* A realistic market valuation for the business
- \* Choosing the optimum disposal method (see the exit options)
- \* Identifying and removing impediments to sale
- \* Grooming successor heirs and/or management
- \* Producing an integrated financial plan
- \* Implementing a successful disposal

The impact of taxation is a key issue in all exit strategy planning, and steps to legally minimize its impact are central to our programme. Clients should obtain up-to-date professional taxation advice from their advisers before making final exit decisions.

## WHAT ARE THE EXIT OPTIONS?

---

There are numerous options for exit from a business. The programme ensures that the one most appropriate for the owner and the business is selected. These options include:

- \* Family succession
- \* Sale to Partners or Shareholders,
- \* Sale to Existing Management Team or Employees (MBO)
- \* Sale to External Management Team (MBI)
- \* Public Listing
- \* Franchising or Licensing
- \* Third Party (or Trade) Sale
- \* Mergers / Sole Trader Merger
- \* Managed Close Down

We will assist you to make the choice of the optimum exit option for your business. This is critical to achieving the optimum price for the business and the maximum personal satisfaction for the owner.