There’s a wave of change coming to your business and your community.

BE READY.
Professional business exit and succession planning programs have been too expensive for most small to medium-sized business owners...
A tsunami of negative trends is bearing down on rural and older urban communities.

It will affect every small business owner - especially those heading toward an exit. Business owners who want to sell or transition their business in the next five years or less need to prepare now.

These owner departures will create a glut of businesses for sale - all competing for a limited number of buyers in an environment of more restrictive financing and economic uncertainties.

From Arizona to Maine and everywhere in between, this wave of owners retiring or leaving their businesses has already begun and will accelerate. The excess supply of small businesses entering the “For Sale” market will drive prices down and make it much more difficult for owners to successfully leave their business and meet their financial goals.

Especially at risk: businesses in rural or older urban communities where new economic development is already difficult. Keeping successful businesses in place, along with the employment and economic impact they create is more important than ever before.

We can help.

60% of all existing small to medium sized business owners will be leaving their business in the next five years or less.*

70% An article in Inc. Magazine estimated that seven in ten business owners will exit or leave their business by 2020.

Plan. Begin.
An Accredited or Certified Business Planning Advisor is like a bridge over rough seas.

We’ll help you prepare your business to face the challenges that are coming and to stand out and above the competition.

You’ll receive a comprehensive package of business transition services that will make working with your existing team a breeze. Your ABPA - CBPA professional doesn’t replace your existing advisors - your CPA or Attorney - we complement everything they do. We add resources they don’t have. We ensure everyone is working with the same goals in mind.

Yours.

GOAL ONE

Provide you with the maximum number of real exit opportunities possible.

GOAL TWO

Help you maximize the value of your business - now and when you decide to leave your business.

GOAL THREE

Minimize your total costs by offering you a low-cost, comprehensive suite of services not available through any other business professional.

80% of existing businesses are not ready to attempt a successful sale or transition, and most don’t know the value of their business.

65% of family succession events fail. 80% of these fail in just the first two years after the owner has left their business.**
Our **10-Point Program** will give you a simple, easy to follow plan to get you moving toward your goals and safely to the other side.

- A Certified Business Valuation Report will show you the real value of your business right now - in today’s market.

- Our Nine Exit Opportunities - Nine Levels of Value™ Report will provide you with up to nine ways to successfully leave your business and the real cash value each method offers.

- Your ABPA - CBPA Advisor will show you how your business compares with similar companies - businesses your size - and where a little extra effort could pay off big, increasing your business’s value and its cash flow.

- You’ll receive a customized “Maximum Value Report” that will demonstrate how to structure your exit so you could receive 200% or more “Cash-To-The-Seller” from your future sale, a significant increase from typical business sale methods. It’s money that can help you fund the lifestyle you’ve planned and fill financial gaps.

- We know how owners operate their businesses. We’ll show you specific actions you can take immediately to increase the market value of your business, making it more attractive to buyers and to the banks who will finance them.

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Retailers
Manufacturers
Service Companies
Healthcare
Wholesalers
Professionals
Main Street Businesses
Technological Firms
Independent Owners
Construction

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SBA + USDA Financing
Bank Loan Packaging
Angel + Venture Capital

We can even help your eventual buyer or family member prepare and apply for financing to complete your exit.

888.858.4548
NATIONWIDE
Keeping and Growing Good Businesses and The Communities They Call Home.™

With a little planning now, you can actually increase the value of your business - maybe significantly. You can increase the number of real opportunities you have to exit your business, and you can gain tens to hundreds of thousands of dollars or more in additional “cash-to-the-seller”.

Accredited and Certified Business Planning Advisors offer a unique, turn-key program of specialized products and services developed for small business owners. This one-of-a-kind, nationwide program has been designed specifically for businesses that produce annual sales of just $300,000 up to $15 million or more, and operate in rural or older urban communities - and its very affordable.

ABPA - CBPA professionals are available nationwide. Many are affiliated with other Professional Organizations, Universities, Colleges and Economic Development Programs. Contact us and we’ll put you in touch with a professional that serves your area.

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www.planforyourexit.com