



PASS

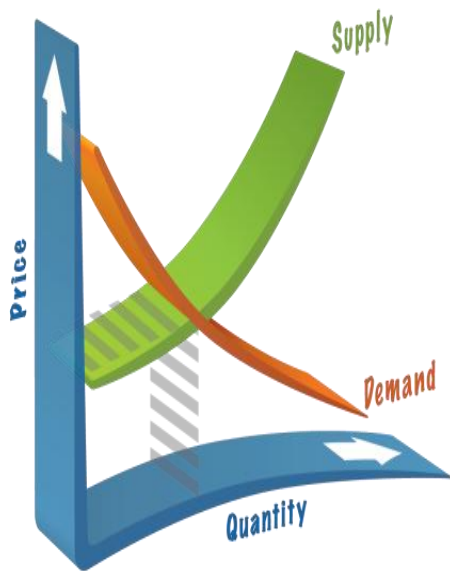
PLANNING A SUCCESSFUL SUCCESSION

Presented by:
Laurie Walters



Planning A Successful Succession
is funded in part by the Province of BC

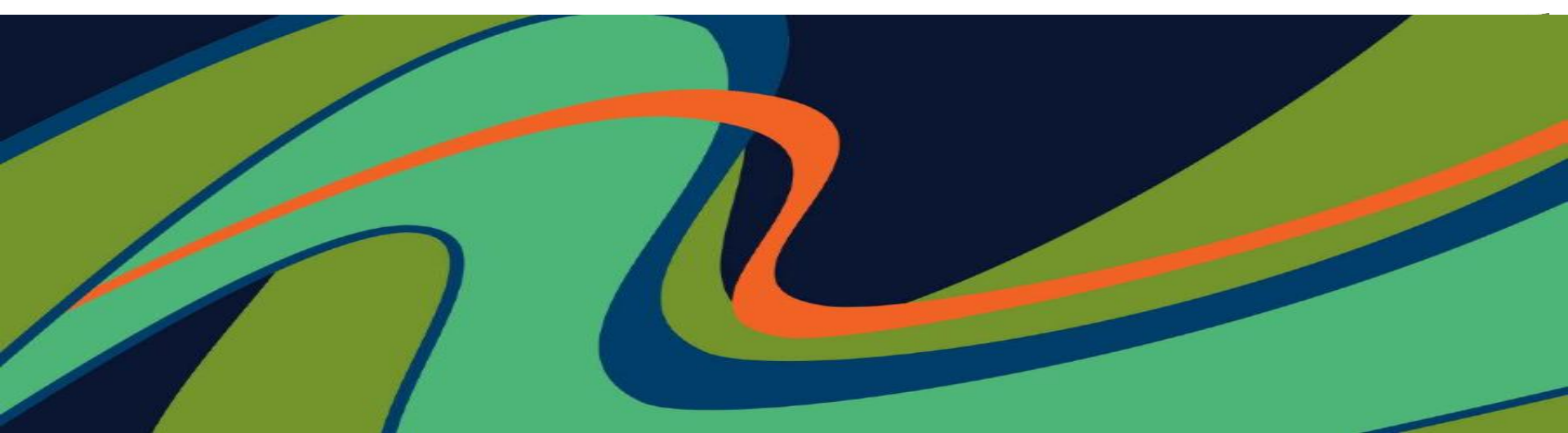




AN UNPRECEDENTED DEMOGRAPHIC CHANGE FEWER BUYERS + MORE BUSINESSES = A CHALLENGING MARKET FOR SELLERS

98% of all businesses in Canada are small & medium-sized, employing 10.7 million people, nearly 63% of the country's workforce. The majority of business owners are older and are thinking of retire soon. It is expected around 40% of business owners will exit their business in the next 5 years. That's a lot of businesses that need new ownership, far more than buyers who are looking for a business to purchase. A recent CFIB study indicates 76% of business owners are planning to exit within 10 years, $\frac{3}{4}$ of them due to retirement.

A recent CFIB study indicates 76% of business owners are planning to exit within 10years. $\frac{3}{4}$ of them due to retirement.



The succession Challenge

Root causes:

- **Demographic shift is creating unprecedented buyer shortages**
- **Business owners are unable to create sound exit plans, they don't know where to begin**
- **Lack of resources for small business owners in the exit process**

PASS VIDEO



How we support

Our goal is to normalize Succession Planning, so communities and their businesses see it for the opportunity that it is and not a worry or a loss.

- **Price Determination Service** - Assistance to figure out how to price your business for sale, along with your exit options and strategies to reach potential buyers.
- **Coaching & Navigating Service** – We are there for sellers to coach and navigate them through the process of *Planning, Preparing & Marketing* for the sale of their business
- **Business Transition Plan** - A well-prepared transition plan to ensure that your valued clients are taken care of and quality is maintained after the sale of your business.
- **Business Fact sheet Service** - A multi-page professional marketing and sales document presenting the key elements of the business to interested buyer (show samples)
- **Sale Preparation Packages** - Step-by-step and in your own time, we take you from where your business is today to maximizing the return from its sale. (show slide 5)

Sectors

The types of businesses and sectors vary from retail/boutique, restaurants and coffee shops, printing & sign shops, hot tubs and pools, tourism lodges, resorts and plumbing, HVAC, Kitchen & counters, logging, freight delivery, Brewery & Wine, bakery, water distribution, delicatessen, security, dog grooming, ranches & farms, fitness centres, automotive, travel agency, print shop, upholstery, and framing and recently assisting the Farm & Ranching community with farm transition / succession planning.

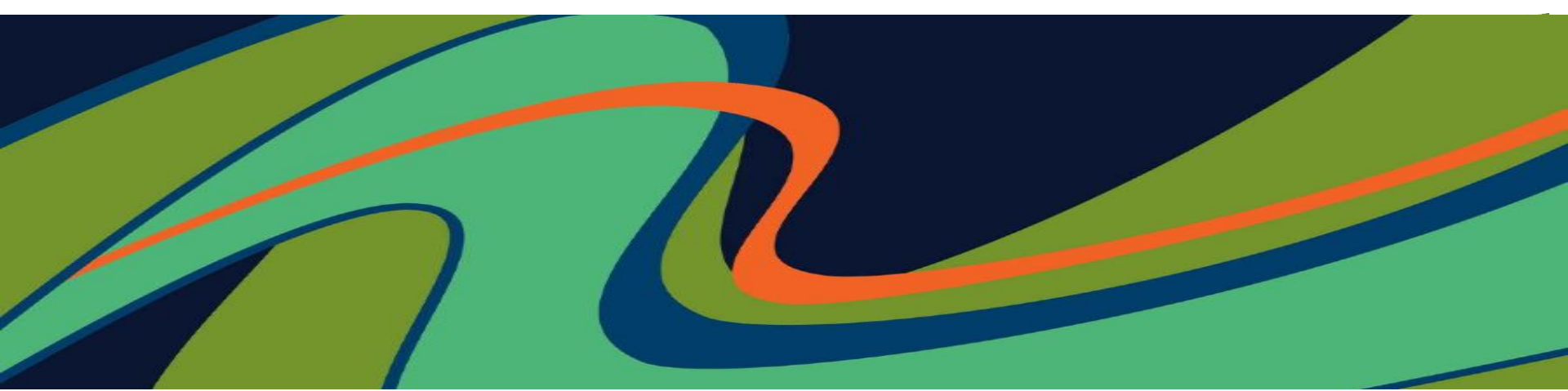
Trending

This last year what we are seeing trending is an increase of women selling their business. They have all taken advantage of the coaching. Recently a business sold which they claim the sale success as a direct result of the work they put into preparing and planning for the sale of their business.



BUSINESS PROFILE

- **Executive Summary – business overview**
- **Services**
- **Photo Gallery**
- **Asset List (including equipment & inventory)**
- **Leased equipment**
- **Business Inclusions – Non Inventory (website, Facebook page, Customer files history)**
- **Statement of Income (three years)**
- **BC Property Assessment notice 3 years (if own your bldg.)**
- **Municipal Taxes (2-3 years)**
- **Utilities bills (Fortis, Hydro,)**
- **Contracts (ie:security business annual contracts)**
- **Marketing plan**
- **Key employees (backgrounds and years of service)**
- **About the community with photos (brochures or links to sites)**
- **Operational procedures**
- **Growth Opportunities**



SUCCESS STORIES

PASS IT ALONG — Businesses / colleagues



THANK YOU!

QUESTIONS