



B&A

Corporate Advisors

EXIT PLANNING ASSESSMENT REPORT

Courtesy of B&A Corporate Advisors

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Please feel free to contact us to discuss your assessment and our comprehensive Exit Plan Blueprint.

EXIT PLANNING ASSESSMENT REPORT

ASSESSMENT INFORMATION

Business Owner: Eric

Business Name: Bosveld

Assessment Date: April 21, 2025

READINESS SCORES

Business Readiness: 50/100

Personal Readiness: 52/100

BUSINESS READINESS ANALYSIS

Business Readiness: Advanced Preparation

Your client's business demonstrates good progress toward exit readiness with several key elements in place. Focus areas to optimize exit value:

- Refining growth strategy and market positioning
- Further reducing owner dependence
- Enhancing management team capabilities
- Strengthening competitive advantages
- Optimizing financial performance

Priority: Your client is on a solid track. Help address remaining issues and consider beginning conversations about exit timing and options.

PERSONAL READINESS ANALYSIS

Personal Readiness: Active Preparation

Your client demonstrates good personal preparation for exit with clear progress in key areas. To enhance readiness:

- Finalize post-exit financial plans with professional validation
- Develop deeper engagement in post-exit interests and activities
- Complete comprehensive estate planning
- Ensure full family alignment with exit plans
- Continue building post-business identity

Priority: Your client is on a positive track. Help them focus on fine-tuning their personal plan and ensuring emotional readiness for transition.

RECOMMENDATIONS

Recommended Path: Exit Strategy Implementation (6-18 months)

Both your client's business and personal readiness show strong preparation for exit. Recommend that they:

1. Engage exit transaction professionals (broker, investment banker, M&A advisor)
2. Explore specific exit options matching their goals
3. Conduct pre-sale business assessment to identify any final improvements
4. Finalize personal financial and estate plans with exit timing
5. Prepare for due diligence process if pursuing third-party sale

Their preparation suggests they can begin actively implementing exit strategy while addressing any minor refinements.

RECOMMENDATIONS FOR YOUR ROLE

Key Action Items for Advisors/Consultants:

- Use these results to create a structured exit planning roadmap for your client
- Recommend assembling a professional advisory team (attorney, accountant, financial planner, etc.)
- Help identify and prioritize value drivers that will have the greatest impact on sale price
- Develop a communication strategy for employees, customers, and other stakeholders
- Help your client establish metrics to track progress toward exit readiness

RESPONSES

Business Assessment Responses:

Q: How well-documented are your business processes and operations?

A: Some documentation exists but not comprehensive

Q: How dependent is the business on the owner?

A: Minimally dependent - most functions can continue without the owner

Q: How diversified is your customer base?

A: Top 10 customers represent over 50% of revenue

Q: What is the state of your financial records and reporting?

A: Regular financial statements but not reviewed by professionals

Q: How stable and predictable is your revenue?

A: Somewhat unpredictable with regular fluctuations

Q: Do you have a strong management team in place?

A: Complete, experienced management team ready to lead post-exit

Q: How well-protected is your intellectual property?

A: Most IP is protected appropriately

Q: How formalized are your relationships with suppliers, partners, and customers?

A: Mix of informal and basic written agreements

Q: What is your company's competitive position in the market?

A: Below average, facing significant challenges

Q: How well-defined and effective is your growth strategy?

A: Basic ideas but not formalized

Personal Assessment Responses:

Q: How clear are your personal financial goals post-exit?

A: Basic idea but haven't calculated specifics

Q: How prepared are you financially for life after business exit?

A: Fully prepared regardless of business sale outcome

Q: How clear are your personal plans for life after business exit?

A: Some specific plans but not comprehensive

Q: How prepared are you emotionally to separate from your business?

A: Somewhat prepared - would face challenges but could adapt

Q: Have you consulted with professional advisors about your exit strategy?

A: Some consultation but not comprehensive

Q: How well-planned is your estate and wealth transfer strategy?

A: Some estate documents but not optimized for business exit

Q: How aligned are key stakeholders (family, partners) with your exit plans?

A: Partial alignment with some unresolved issues

Q: How clearly defined is your ideal exit timeframe?

A: No defined timeframe

Q: How prepared is your family for the lifestyle changes that may come with your exit?

A: Some preparation but significant concerns remain

Q: How confident are you in your knowledge of exit options and process?

A: Comprehensive understanding of options and processes

Powered by Aligned IQ

The Aligned IQ web platform is a B2B web platform where business buyers and sellers can meet privately to explore potential mergers and acquisitions (M&A). It is reimagining the M&A experience by flipping the traditional process on its head by focusing on a "people and experience first" approach to M&A. It caters to private business owners seeking to eventually sell or recapitalize their business by prioritizing the strategic fit BEFORE delving deep into the M&A process. It achieves this by centering on an "Industry-Centric" approach to ensure a shared understanding of challenges and opportunities between counterparties.

For companies with acquisition mandates in specific industry verticals, Aligned IQ provides them a stage to showcase themselves as attractive transition or exit options for business owners.

Financial investors benefit from our platform when they are looking to make strategic investments in Industries where they possess domain expertise.

With Aligned IQ, we're transforming M&A into a more collaborative process by putting the strategic fit first - helping to ensure all parties find the perfect counterparty to meet their M&A goals.

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Disclaimer: This assessment provides general guidance only and is not a substitute for professional advice. We recommend consulting with qualified advisors for your specific situation.