



B&A

Corporate Advisors

EXIT PLANNING ASSESSMENT REPORT

Courtesy of B&A Corporate Advisors

Eric Bosveld

Tel: 519-709-1783

Email: ebosveld@bacorporateadvisors.com

www.bacorporateadvisors.com

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 23, 2025

READINESS SCORES

Business Readiness: 45/100

Personal Readiness: 57/100

BUSINESS READINESS ANALYSIS

Business Readiness: Early-Stage Preparation

Your business has some foundation elements but needs significant development for an optimal exit. Areas to address likely include:

- Building management team depth
- Formalizing business processes and operations
- Improving financial reporting and records
- Diversifying customer base
- Developing competitive advantages

Priority: Create a structured exit preparation plan with 2-3 year timeline to systematically address these areas.

PERSONAL READINESS ANALYSIS

Personal Readiness: Active Preparation

You demonstrate 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: You're on a positive track. Focus on fine-tuning your personal plan and ensuring emotional readiness for transition.

RECOMMENDATIONS

Recommended Path: Business Value Enhancement (1-3 years)

Your personal readiness exceeds your business preparation. Consider:

1. Develop formal business enhancement plan targeting key value drivers
2. Build and develop management team to reduce owner dependence
3. Improve financial reporting and performance metrics
4. Formalize and document business processes
5. Engage with business broker or M&A advisor to understand specific improvement priorities

Your personal preparation positions you well to focus intensively on business improvements to maximize value.

RECOMMENDATIONS FOR YOUR ROLE

Key Action Items for Business Owners:

- Schedule a valuation with a certified business appraiser to establish a baseline value
- Create a comprehensive exit strategy document with timelines and milestones
- Identify and develop key employees who could potentially take over leadership roles
- Review and update your estate plan to align with your exit strategy
- Consider consulting with a tax specialist to optimize your financial structure for exit

RESPONSES

Business Assessment Responses:

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

A: Minimally documented, mostly in my head

Q: How dependent is the business on the owner?

A: Moderately dependent - some functions would be affected

Q: How diversified is your customer base?

A: Top 5 customers represent over 50% of revenue

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

A: Professionally reviewed financial statements

Q: How stable and predictable is your revenue?

A: Moderately predictable with some fluctuations

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

A: Partial management team covering most areas

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: Average, on par with competitors

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: Well-calculated goals with professional input

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

A: Moderately prepared with some diversified assets

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

A: Well-defined plans for major life areas

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

A: Well prepared - have developed interests outside the business

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

A: Minimal conversations with one advisor

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

A: Basic will but no comprehensive planning

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

A: General alignment with minor concerns

Q: How clearly defined is your ideal exit timeframe?

A: General timeframe but not firm

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

A: Well prepared with open communication

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

A: Moderate knowledge of common options

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.

Visit www.alignediq.com to learn more.



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.