



Family Transition

What is your ideal transition timeline and what will it be contingent upon?

Are there one or more family members who want to take over the ownership?

Does the potential family successor(s) have the skills, qualifications and training to strategically lead the business?

Would employees, suppliers and customers react positively to a family-based succession?

Will this succession option impact the rest of the family?

Is active participation in the business required for ownership? Can non-family (key employees) become owners?



Management/Shareholder Buyout

Have you ever considered which employees or business partners would be best suited to purchasing your interests?

Do the purchasers have access to sufficient funds to buy you out entirely or will you have to finance part of the purchase price?

Do employees have the vision and management capability to assume an ownership role through the transition period and run the business profitably in the long term?

Is your management team prepared to assume the risk of ownership?

Will the purchase price be paid from future profits or employees' own capital?

Can the business take on additional debt to support the management in financing the acquisition?



External Sale

Have you already considered which likely external candidates would be best suited to purchasing your interests?

Do you want to sell the whole business or parts of it?

Is it important that a potential buyer have the entire financial resources necessary to purchase the business, or would you be prepared to partially fund their acquisition?

Do you have an advisory team in place to help support and provide impartial advice during this process?

Have you considered the most tax-efficient way to structure the sale?

Have you had a recent valuation of your business done?
