

Business Succession: Trading Exit-Ready Every Day

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1. Given the chance, what would you purchase from a competitor heading for retirement?
2. The problem:
 - a. The average age of Australian business owners is 50+ years
 - b. 81% plan to retire within the next ten years; 50% of those in the next five
 - c. More than half of these business owners are dependent on the sale of their business to fund their retirement
 - d. 94% of respondents do not know where a buyer will come from.

2. Businesses that are most saleable have:

Attribute	1 - 5
Total	

3. If your business traded like this, would you be happy with the returns that you would receive?

4. Success in Business Succession – the bad and the good stories

5. The top concerns of those that are exiting:

6. Actions speak louder than words:

- 65% said that if they sold **now**, they might get a fair price.
- 87% said that if they sold in three years, they would get a fair price
- So, why would you not start the getting exit—ready now?