



“Advisory Works provided clarity on our structure and where we needed to take our business in the future”

PAUL TAGGART
DIRECTOR & CEO

Advisory Works®

Strategic Execution Partners

BUSINESS EXIT

*Put yourself and your business
in a position of choice*

Advisory Works®
Strategic Execution Partners

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SIMPLIFYING BUSINESS

BUSINESS EXIT

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Chances are, your dream wasn't to have to work in your business until your dying days, see it simply wind down after all that hard work, or sell for a mere 2x EBIT. Wanting to exit your business is a natural part of the journey for both the business and you.

We're here to help you see that there are many options and we believe that true succession is when business owners have the element of choice. It's about empowering a business to operate independently of its owner –hasn't this always been the dream?! Our team of experienced strategic advisors provide an extremely valuable resource walking alongside you to support your business leadership as you go through this challenging business progression.

How we will work with you to Exit your Business

We will help you to determine where you are in your business lifecycle which will largely determine the kinds of decisions you need to make. We discuss this with you to understand your readiness, preparedness, desired timeframe and what you consider the broad options to be. When you look down the road, would you consider selling your business? Growing it? Merging with a larger entity? Acquiring another complimentary business? Or appointing a general manager? In all of these considerations, it pays to have choices...

BUILD A PLAN FOR SUCCESSION

We will help you to:

- Thoroughly understand your current business position
- Develop a vision & strategy that best positions the business past your succession
- Develop a sound understanding of your target market, competitive advantage and brand position
- Develop strategic succession goals, timeline, measures and a path to achieve them
- Determine short term actions to improve in key areas, seek opportunities or mitigate risks

SUPPORT PLAN IMPLEMENTATION

We work alongside you to assist you with:

- Increase the value of your business, so that it can attract a higher multiplier for sale.
- Put the structure in place that allows a business to be run under separate management
- Have a vision and strategy in place so employees know where the business is going and actively engage, both internally and externally, to improve the performance of the business towards that vision and it shows the future upside of the business to potential purchasers or investors.
- Establish communication flows and the right metrics for visibility that allow an owner to understand what is happening in the business without having to be all over it

- Developing key measurement systems that drive the business and create accountability
- Increasing customer loyalty with the business-not just the leader
- Building an engaged team prepared to face the challenges with a sense of certainty
- Working with your accountant, to prepare sound financial records over time

NAVIGATE THE TRANSITION OF LEADERSHIP

The transition of leadership regardless of whether you are selling or just exiting yourself from the daily business, can be the most challenging component, within a potentially uncertain and emotionally charged environment. We work to:

- Develop potential leaders within the business for future succession
- Develop the leader's personal plan for exit
- Support the 'exiting leader' to create the space for the 'new business leader' to lead
- Promote the new leader, allowing them to lead the business and create a new momentum
- If retaining ownership, then guide the set up and implementation of an effective governance framework

If you want to put both yourself and your business in a position of choice, you need to start now. Contact us.