

Summary

Don't Leave Your Future to Chance – Planning Your Business Exit



TheExitStrategyGroup.com.au/Media

Kerry Boulton, an exit strategy advisor, discusses the critical importance of planning for a business exit. He references a study showing that 62% of male and 52% of female small business owners are actively planning for retirement. However, Kerry highlights that only 20-25% of small businesses are sold, stressing the need for early preparation. He advises business owners to ensure consistent gross margins, set realistic price expectations, and begin planning for an exit 2-5 years ahead of time.

Kerry also emphasises the importance of having a solid personal transition plan that includes family dynamics and post-retirement goals. He encourages owners to make their businesses more appealing to potential buyers to maximise their sale value. The segment wraps up with a call to action to plan ahead and a promotion for Kerry's new book on exit strategy.