

Summary

Maximise Your Business's Value— Essential Strategies For Exit Planning



TheExitStrategyGroup.com.au/Media

Kerry Boulton, Australia's leading exit strategy advisor, discusses the importance of valuing a business before exiting. He emphasises that every business has unique value drivers—such as sales, marketing, and legal documents—that influence its worth.

Boulton offers a free valuation benchmark and a core value overview questionnaire to help business owners identify value gaps and potential red flags. He advises planning an exit strategy two to five years in advance, integrating it into regular business planning processes. Boulton also highlights the need to adapt exit plans when business growth or ownership changes occur, ensuring all shareholders' needs are considered.