

Summary

Maximising Wealth – Essential Questions for a Successful Business Exit



TheExitStrategyGroup.com.au/Media

Kerry Boulton, an expert in exit strategies, stresses the importance of planning for a business exit well in advance. She advises ensuring the business isn't overly dependent on the owner and having a successor ready to take over.

Key points include preparing accurate tax returns showing profitability for the past 2-3 years and diversifying the customer base. Boulton also discusses the option of staying on as a consultant post-sale to reduce buyer risk and increase business value. She emphasises treating employees and family with the same professionalism as external parties during the exit process and giving oneself ample time to negotiate the exit strategy effectively.