

# PREScore™

75%

of owners have regrets one year after they exit<sup>1</sup>

5%

of owners are actually happy with the net proceeds from their exit<sup>1</sup>

12

simple questions can prepare owners for an Exit With No Regrets

## FUTURE VISION

Most owners get pushed out of their business but the happiest exits occur when an owner has an equal or greater number of pull factors.

PUSH

- Stressed out
- Red tape
- Managing employees

FACTORS

PULL

- Run a marathon
- Start a foundation
- Write a book
- Start a new business

## WHAT ARE YOURS?

Push factors would include things that pull you out of your business whereas Pull factors are things you want to do in the future.

PUSH

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FACTORS

PULL

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As an owner, you're ready for almost anything. But recent data shows that even the most affluent and successful founders struggle with one common problem: the regret of how they handled leaving their company.

# PREScore™

## PERSONAL DETACHMENT

The degree to which the founder's ego is dependent on his/her status as the owner of his company.

**These factors can lead to an owner becoming unwilling or unable to let go. For a happy exit, they need to have a life outside of their business.**

### HOSTING A CELEBRATION

**If you were to host a big celebration (e.g. wedding, birthday etc.), who would you invite?**

1. Mostly people from my work (+10 points)
2. Some people from my work (+5 points)
3. Nobody from work (+0 points)

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### STARTING VS. INHERITING OR BUYING

**Did you start your business?**

1. Yes (+10 points)
2. No (+0 points)

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### DEFINING YOURSELF

**If you're asked about your work in a social setting, which of the following are you more likely to say?**

1. I am a business owner (+10 points)
2. I own a business (+0 points)

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### HOW MANY HOURS DO YOU PUT IN?

**In a typical week, how many hours would you spend working on/in your business?**

1. Less than 30 hours per week (+0 points)
2. 30-39 hours per week (+2 points)
3. 40-49 hours per week (+ 4 points)
4. 50-59 hours per week (+6 points)
5. 60+ hours per week (+10 points)

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### IS YOUR NAME ON THE DOOR?

**Does your last name (i.e. surname) appear anywhere in your company name?**

1. Yes (+10 points)
2. No (+0 points)

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### SCORING

**Less than 20 points: You're nearly ready to exit!  
20-35 points: Proceed with caution  
36 + points: Houston, we have a problem!**

OVERALL SCORE