PREScore™

75%

of owners have regrets one year after they exit¹ of owners are actually happy with the net proceeds from their exit¹

5%

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.





• Run a marathon

PULL

- 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.



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)

STARTING VS. INHERITING OR BUYING

Did you start your business?

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

DEFINING YOURSELE

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)



IS YOUR NAME ON THE DOOR?

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

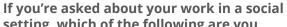
1. Yes (+10 points) 2. No (+0 points)

SCORE

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



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)

SCORE

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