

NAVIX® EXIT PLAN ASSESSMENT™: Are You Ready to Exit?

Owner: _____ Business: _____ Date: _____

Scoring	This area has not been addressed. (0 points)	This needs serious improvement. (1 point)	This needs some improvement. (2 points)	This needs minimal improvement. (3 points)	This area has been fully addressed. (4 points)
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	Score
1. I know ideally when I want to exit from my business, which is when I am _____ years old.	
2. Of the four ways to exit from a business (pass to it family, sell to outsiders, sell to my employees, or an orderly liquidation), I have clearly determined which method is ideal for me.	
3. I have calculated the total after-tax dollar amount I need from my business to achieve personal financial freedom, which is \$_____ net of taxes.	
4. I have a written analysis of my exit's tax impact, and am implementing tactics to address taxes.	
5. I have been taking the surplus cash out of my business each year, in a tax favorable manner, in order to increase my personal net worth outside of the business between now and exit.	
6. I have implemented available tactics to reduce creditor risk against business and personal assets.	
7. I have trusted tax, legal, and business advisors who are qualified to help me with my exit plan, and who meet as a group, not less than annually, to address and advance my exit objectives.	
8. I have shared my exit objectives with my spouse/partner and my business partner(s). They support my objectives and have little to no concerns. <i>(Score 4 if N/A.)</i>	
9. I have a clear vision of what I want to do with my time and talent after exit, and I have no concerns that life after exit will be unfulfilling.	
10. The management team can run the business for up to several months without my involvement.	
11. Financial statements are timely, accurate, and formatted in a manner consistent with industry and business norms, and audited by an independent accountant.	
12. The company follows a written business plan, with detailed financial projections, to pursue significant growth over the next several years. The business plan is aligned with my exit plans.	
13. Top employees have formal financial incentives to stay with the business until at least two years past my exit, and have signed non-solicitation and/or non-compete agreements.	
14. Our largest customer(s) account(s) for _____% of current top line revenue. <i>(Scoring: Less than 10% = 4 11-20% = 3 21-30% = 2 31-40% = 1 Greater than 40% = 0)</i>	
15. Written procedures exist for the business's important sales, operational, and financial processes, allowing us to readily train and cross-train current and future employees.	
Total	

Scoring Analysis

60-54	53-48	47-42	41-36	35 - below
Your overall exit planning may be sound.	A limited number of areas may need to be addressed.	Your exit planning may need important improvements.	Some steps have been taken, but significant areas need attention.	Your current exit planning may be entirely unable to achieve your goals.

NAVIX® helps owners of closely held businesses plan for and execute successful exits: achieving financial freedom, creating a sustainable legacy, and exiting on their own terms. To review your score with someone from the NAVIX® team, or to learn about the NAVIX® program, please visit www.navixconsultants.com.

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