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Business Transition

Lisa Roberts

Kansas Small Business Development Center

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Business Transition

Who's watching the store?

Lisa Roberts
Kansas Small Business Development
Center Kansas SBDC
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Family businesses account for a staggering 50 % of the gross domestic product of the U.S.,

...and it is not just in small storefronts or website businesses

...35 % of Fortune 500 companies are private or public companies that are controlled by family



Family companies are responsible for 60% of the jobs in America and nearly 80% of new jobs created.

But according to a recent PricewaterhouseCoopers survey, only 52% of them expect that members of the next generation can do it on their own.



And what about non-family businesses that are in transition...

...That may be selling to an employee(s) or selling to an outsider or competitor

...Because of poor health, ready to retire, divorce, death, life changes, or they are just plain tired...?

“For most business owners, exit/transition planning is the last thing they think about. They are too busy with the day to day operations to plan for the future. However, the importance of having a plan, especially in rural communities is vital.

*The community stands to lose a **lifeline.**”*

– Allie Kastens, CEPA, Kansas SBDC






Getting help when you need it

BUSINESS TRANSITION ADVISING

Key Pieces of Transition





Where's the
business now?



Assess

- Evaluate current goals
- Establish personal & business transition goals
- Perform business valuation
- Identify strengths & weaknesses of current ownership & team
- Identify market opportunities & threats – secure market research


Assessing Exit Readiness

Owner

- Valuation
- Expectations
- Goals

Business

- Financial elements
- Employee / talent
- Systems and process
- Documentation of information
- Product/Service information
- Compliance
- Identification of deal breakers



How will it be ready?



Plan

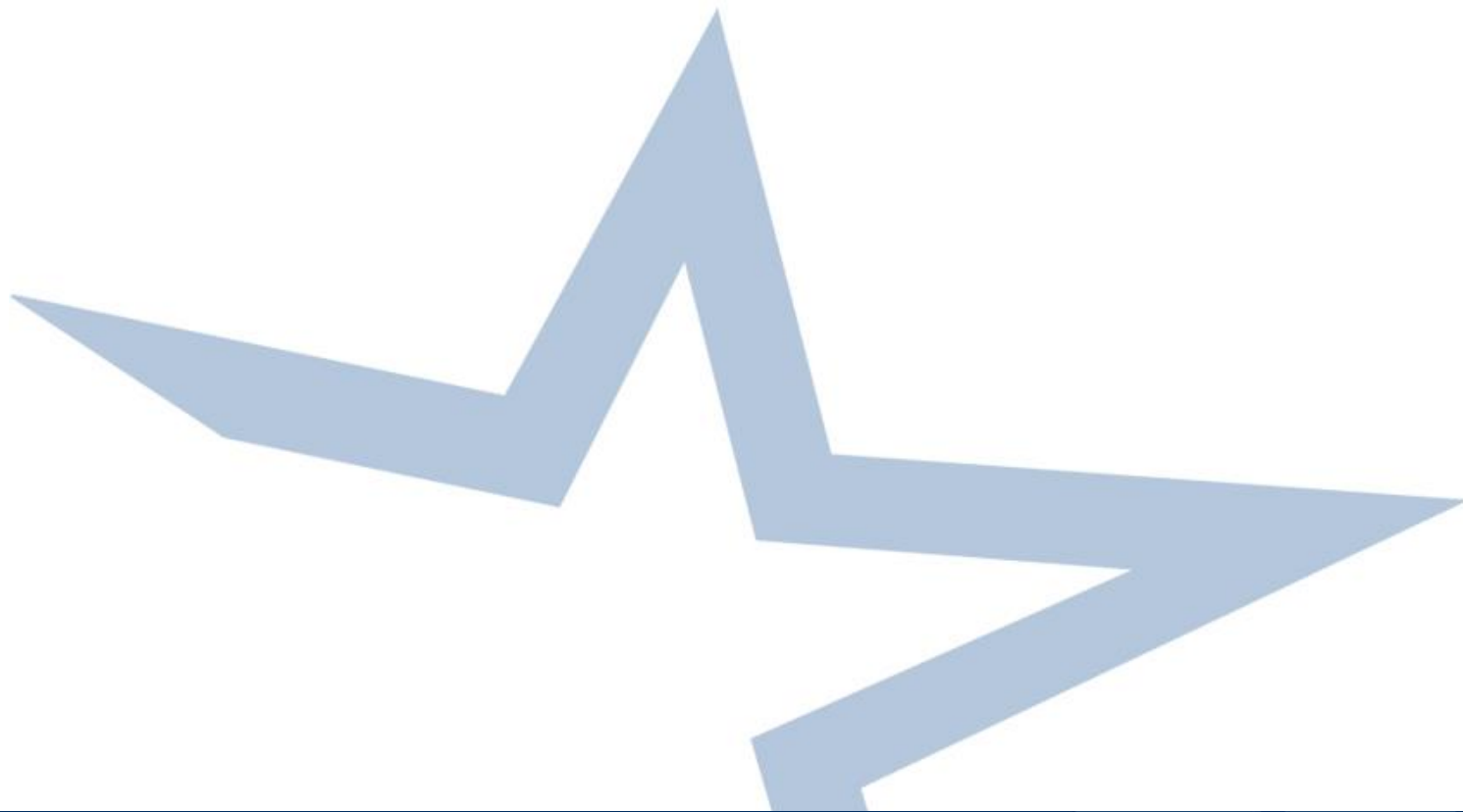
- Develop improvement plan
- Update business plan including financials
- Identify & develop financing options
- Prepare for strategic buyers



Execute

- Find successors

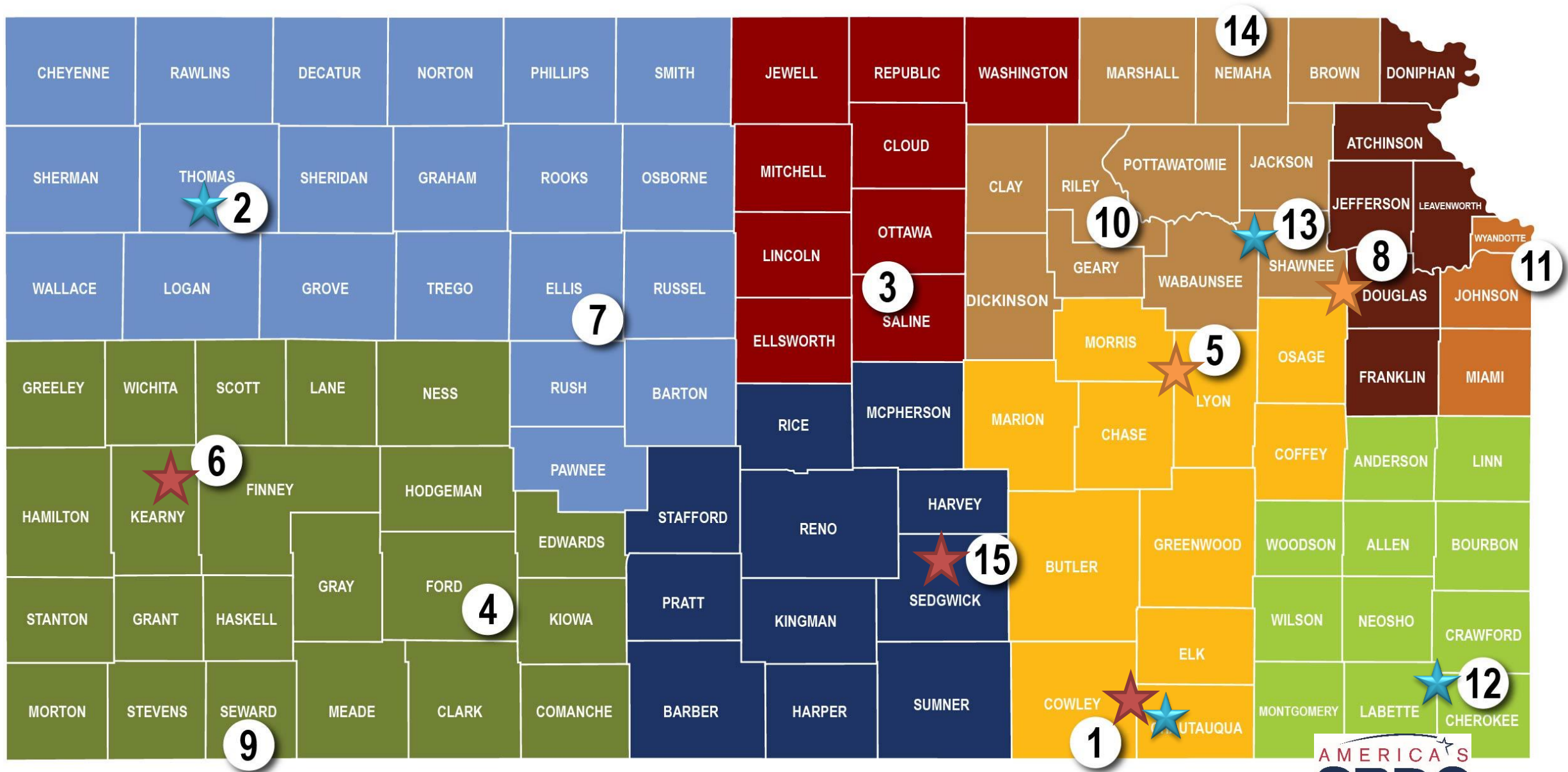
Doing the work
to get here.



What can you do?

BUSINESS TRANSITION ASSISTANCE





 CEPA

 NACVA

 NDC





Kansas Small Business Development Center
(Kansas SBDC) network

Kansas' principal provider of business assistance.
Covering every inch (all 330,299,000,000,000 square
inches) of the state.

www.kansassbdc.net

