

Exercise 5 - Timing Factors

The following is a list of potential factors that can influence the timing of an owner to exit their business. These factors are segmented into the three timing cycles. For each factor, please identify how this factor may apply to you.

- A = This factor does not apply or is not an important factor.
- B = This factor does apply but is not a top driver.
- C = This is one of the drivers that is influencing my decision on when to exit my business.
- D = I don't know.

Business Timing Factors	A	B	C	D
What has the growth of your business in the past 3 years been? Consistent, growing or declining?				
What is your projected growth of the business over the next 5 years? The same, higher or lower?				
Are their government related actions that are pending or likely that would influence the future of the business?				
Are their environment factors that would influence the future of the business?				
Does your business have documented procedures that will make it easy to transition to new owners?				
Will the success of the business be impacted by your departure?				
Are there potential changes in income taxes that would have a negative or positive impact on the amount of taxes that would be due on the sale of your business?				