

Exercise 6 – My Exit Options

This exercise is designed to help identify those exit options that are right for you. Please indicate how each of these options apply.

The following is a list of potential exit options that might apply.

- A = This exit option does not apply to me.
- B = This factor does apply but is not a top driver.
- C = This is one of my top exit options.
- D = I need to do more research.

External Exit Options	A	B	C	D
Sale to a Third Party				
Recapitalization				
Orderly Liquidation				
Public Offering				

Internal Exit Options	A	B	C	D
Intergenerational Transfer				
Management Buyout				
Sale to Existing Partner(s)				
Sale to Employees				
Chairman of the Board				