



## Ownership Transition Plans

### **Do you have a plan to sell or exit from your company?**

According to studies, 85% of privately held companies do not have an effective ownership transition plan in place

The most common reason: the owner has little or no experience with the monumental task surrounding his or her exit, although every privately held business will ultimately face the issue of the owner's exit.

Emotional ties to the business frequently make it difficult for an owner to be completely objective in his or her assessment, which is why hiring an independent third party to evaluate the business is useful and effective

### **Hiring an independent third party to evaluate the business is useful and effective**

The Octagon Group helps you evaluate your business and develop the most effective transition strategy needed to meet your objectives. Our team includes business owners who have successfully sold and transitioned out of previous businesses through a variety of exit strategies including;

- Selling to third parties
- Selling to family members
- Setting up an employee stock ownership plan
- Selling to employees

You have poured your time and energy into your company. We understand there are emotional ties to the business (we have been there) and we want to help ensure that the company provides you with the return you deserve. Our experience clearly shows that every situation is unique. Each seller has different objectives. Optimizing the outcome depends on a carefully thought-out and well-planned strategy.

### **Plan and Enhance Your Business Value**

The Octagon Group's first step is learning about your company and your goals. We then assess the business and identify its value drivers including cash flow and profitability, customer relations, reputation, growth trends, and the quality of the management team.

With our experience, we will help guide you to:

- Evaluate the strengths and weaknesses of your business
- Identify and target the value drivers that need strengthening
- Review your organization's culture, talent, and anticipated response
- Highlight your best path to enhance value for the exit strategy
- Assist you with the strategy and plan
- Assist you with the determining the best execution team (legal, financial)

This process provides an opportunity for you, the owner, to take a fresh look at where the company is headed, establish new goals, identify missing elements, take action steps to secure talent, and plan for your successful and profitable exit.