



Are You Exit Ready?

A Business Owner's Temperature Check



STEP 1

Timing & Readiness

1: Have you considered when you want to exit your business?

- Within 1-3 years → Go to Step 2
- 3+ years/unsure → Recommendation: [Exit Planning Readiness Consultation](#)

STEP 2

Motivation for Exit

2: What's driving your desire to exit?

- Retirement/Life Transition → Go to Step 3
- Market Timing/Maximize Value → Go to Step 3
- Business Challenges/Burnout → Go to Step 3
- Growing and Reinvesting Equity → Go to Step 3
- Unsolicited Offer/Buyer Interest → Go to Step 4

STEP 3

Personal Financial Preparation

3: Have you assessed whether the after-tax cash proceeds from a sale will meet your personal financial goals?

- Yes → Go to Step 4
- No/Not Sure → Recommendation: [Tax Modeling or Personal Wealth Planning Consultation](#)

STEP 4

Business Attractiveness & Value Drivers

4a

Have you had a recent business valuation or marketability assessment?

- Yes → Go to 4b
- No → Recommendation: [Business Valuation Services](#)

4b

Is your business reliant on you for daily operations or key relationships?

- Yes → Recommendation: [Succession & Continuity Planning](#)
- No → Go to 4c

4c

Are your financial statements clean, accurate, and GAAP-compliant—and supported by a Quality of Earnings analysis that validates performance and sustainability?

- Yes → Go to 4d
- No → Recommendation: [Financial Statement Cleanup & Preparation](#)

4d

Are there operational, legal, tax, or financial risks that could lower value?

- Yes → Go to 4e
- No → Recommendation: [Tax Assessment, Preparation & Cleanup](#)

4e

Are there operational, legal, or financial risks that could lower value?

- Yes → Recommendation: [Risk Mitigation & Due Diligence Preparation](#)
- No → Go to Step 5

STEP 5

Exploring Exit Options

Do you know which exit options best align with your goals?

- Strategic sale
- Private equity/Independent or fund-less sponsor
- Management buyout
- Family succession
- ESOP
- Structuring
- Unsure → Recommendation: [Transaction Advisory Exploration Consultation](#)

YOUR EXIT READINESS ASSESSMENT RESULTS

Exploration Phase

* If most of your answers led to "Recommendation" selections:

- You're in the Exploration Phase. CRI's team can help you develop a personalized exit roadmap, address key value drivers, and prepare for a successful transition.

Market Ready

* If most of your answers led to later steps:

- You're close to Market-Ready. Let's discuss how CRI can help maximize enterprise value and ensure a smooth exit.



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Ready to Start the Conversation?

Contact CRI's Transaction Advisory Team Today.

†This is not a CPA firm.

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