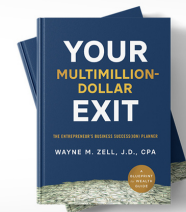


YOUR **MULTIMILLION-DOLLAR** EXIT

THE ENTREPRENEUR'S BUSINESS SUCCESS(ION) PLANNER

A BLUEPRINT *for* WEALTH GUIDE

WAYNE M. ZELL, J.D., CPA



Top 10 Business Success(ion) Planning Questions Every Entrepreneur Should Answer

- 1. How do you see your involvement in your business changing or evolving in the future?**
- 2. What's your next great adventure after you leave your business?**
- 3. Which obstacles do you think could derail your business or personal goals in the coming years?**
- 4. What role does your business need to play in helping you achieve financial freedom?**
- 5. What is your plan for your ownership interest in your business? Do you plan to pass ownership along or arrange for a sale someday?**
- 6. Which method or methods have you used to assess the value of your business, and how confident are you in that process?**
- 7. Given your buyer (or successor) plans, have you thought about who the best leader for your business might be?**
- 8. What do you think will happen to your customers, your vendors, your employees, and your competitors if something happens to you?**
- 9. Which planning suggestions have other business advisors given you to prepare for the future ownership of your business?**
- 10. What do you see as your greatest challenge when you think about planning for the future?**