

# My Exit Plan Snapshot

***I'll Be  
Euphoric  
When:***



- *I've sold my business by December 2026*
- *Consult for Acquirer for 1 year post closing*
- *I've received \$150,000,000 cash at closing\**
- *Rewarded my team with \$4,500,000 in payouts*
- *Donated \$10,000,000 to XYZ Foundation*
- *Joined 2 company Boards*
- *Teaching part-time at XYZ College*

## PROFESSIONAL READINESS

Steps to prepare my business:

- Achieve 6% CAGR, 300 Basis Points GP increase
- Invest in COO position. Upgrade Controller
- Introduce Phantom Equity Plan for senior team
- Build a robust Sales Opportunity Pipeline
- Reduce Customer X rev. concentration to <10%
- Enter Healthcare sector, achieve \$10M+ rev.
- Move 35% of revenue to multi-year contracts
- Increase fulfillment capacity by 10%
- Conduct due diligence dress rehearsal by 1/'25

## PERSONAL READINESS

Steps to prepare myself:

- Get personal readiness input from Carol asap
- Develop personal tax plan by 3/24
- Update personal estate plan by 5/24
- Build networking plan to approach Boards by 8/24
- Initiate discussions with local schools by 6/14

\* Less normal deal holdbacks