

The 5 External Factors That Drive Your Business Value at Exit



Watch the video below and download the complimentary tool.

As a business owner, you can do everything right within your business, but still fall short of exit success if the world outside your business is not aligned with your goals. There are five external factors that play a big role in determining the value of your business at sale. As a business owner, you must pay attention to these factors and plan for them as you set your exit goals-most importantly as you determine when you want to exit.

Watch this two-minute video to learn more, and then download this complimentary tool, [The 7 End Zone Questions™](#) . This worksheet presents the seven questions that eventually must be answered in every business owner's exit planning. The first of the seven is "When do you want to exit?" The sooner you tackle these seven questions, the more likely you will achieve a successful exit.

"The 7 End Zone Questions" is part of a custom tailored exit planning program and is proprietary to NAVIX Consultants.

Call us to schedule a complimentary discussion to help you outline the plans needed to achieve a successful exit.



NAVIX is a process to help owners of closely held businesses plan for and execute successful exits: achieving financial freedom, creating a sustainable legacy, and exiting on their own terms.

Timothy J. Kinane

is an independent Consultant with NAVIX exit planning network

Tim Kinane is an Executive Coach and CEO Peer-Group Chairman.

Tim believes that everyone can do better. Through his broad experience and unique perspective he coaches clients to greater success.

Tim's coaching clients include a broad variety of professionals, businesses, governments and not-for-profit organizations. Working with CEOs, executives and business owners, he helps build and develop their work teams.

With more than 35 years of business experience ranging from start-ups to small and large cap businesses, Tim uses his experience in operations, strategic planning and marketing to coach clients to explore and reach their goals. As a Vistage Chairman, Tim facilitates a private advisory board of business owners.

Tim is a knowledgeable guide through often unfamiliar territory:

- The Why- helping you laser focus your vision
- Strategy- keeping you focused down the road and not in the weeds
- Operations - building the team and systems to set and accomplish your goals
- Succession planning - growing the depth essential to building value in your company
- Exit planning - consciously working toward a successful happy exit.

Tim offers customized workshops, private coaching, peer groups, staff and board retreats, and a toolbox of unique employee motivation and business tools.



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