

The 12 Steps Required to Successfully Sell Your Business to an Inside Buyer



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.



Watch the video below and download the complimentary tool.

Once you decide that your exit strategy is selling your business to an inside buyer, we call that being an "Innie", you need to gear yourself for a successful transition. It is never too early to start the planning process. As buyers, key employees can threaten the success of the sale of your business.

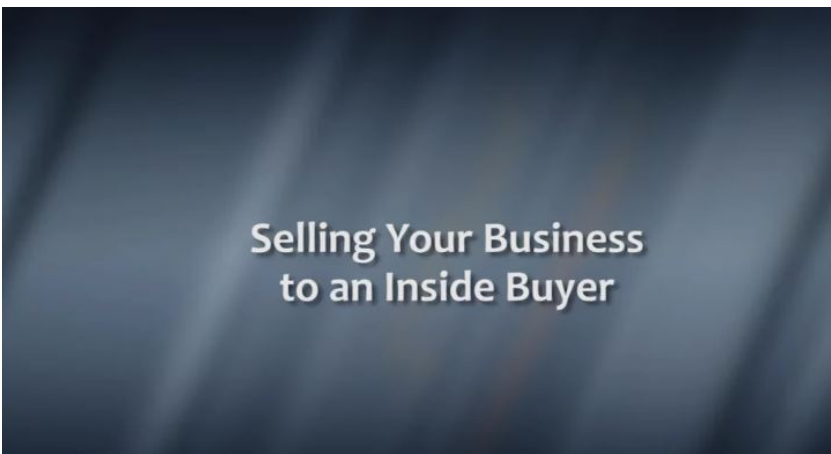
In our experience, there are twelve essential conditions that Innies must meet in order to achieve a happy exit. Download the [NAVIX Exit Strategy Checklist- Selling to an Inside Buyer](#) and watch the video below to evaluate how viable selling your business to an inside buyer may be. Use the checklist as a guideline to identify actions that will help you achieve a successful exit using this strategy.

Contact us to learn more about a customized plan for your successful exit - all inquiries are confidential.

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For more information on this subject, read these two case studies:

An Exit Planning Case Study: THE THIRD TIME IS THE CHARM

An Exit Planning Case Study: THE BEST DEALS ARE THE ONES YOU DON'T DO

Learn more about planning and achieving your own happy exit on our website.



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.



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