

CAPTURING THE VALUE OF YOUR BUSINESS

With Ed Barone,
Bill Stratton, and
Kevin St. Cyr

Preparing to exit your business is a “Process not an Event”!

Over 70% of business owners are over age 50 and have most of their assets tied up in the business, hoping to sell it in 3 to 15 years to fund their retirement plans. The business typically represents 60-80% of the business owner's net worth. If you are a business owner looking to maximize the value of your business and learn about the business exiting process, consider joining us for this half day workshop.

Exit Planning Process:

- Financial Readiness - what is the Net Value Needed from your exit to maintain your lifestyle and create a legacy for heirs
- Mental Readiness - There are 5 types of business transfers, which one aligns with your exit goal?
- Owner Dependence - How dependent is the business on you? Creating a business that can continue without you can command a higher multiple.

Entrepreneurial Operating System(EOS®) Overview:

- Developing a high performing self-managing Leadership Team
- Implementing a proven management operating system that will help maximize the value of your business
- Utilizing EOS® enhances each stage of the Exit Planning Process

**Are you ready to take the next steps
to maximize your business?**

Are you a business owner who has spent the last 10 – 30 years launching and growing a successful business, but are now thinking of how you will exit the business and maximize its value for your retirement and your heirs? At the conclusion of this value-packed workshop, you will walk away with tools to assess where you are now and the key steps you will need to take to maximize the sale price of your business when you decide to exit and move on. The sooner you plan for your desired outcome, the more likely you will achieve those results.

June 13, 2023
8:30AM-11:30AM

Bent Creek Country Club
620 Bent Creek Drive
Lititz, PA 17543

Limited seating.
Registration required.
[Click here to RSVP](#)

ARE YOU MAXIMIZING
THE VALUE OF YOUR
BUSINESS? WANT TO
LEARN HOW?

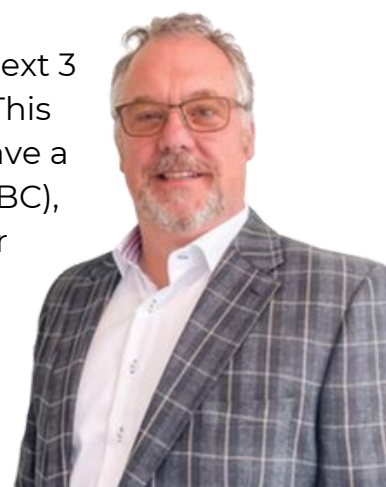
IS THIS WORKSHOP
FOR YOU?

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Bill's years of experience managing private companies with his EOS Implementation coaching assist business leadership teams to develop a vision for their company and accountability through out their organization allowing them to achieve their goals.

If you are a business owner who is considering exiting your business in the next 3 to 15 years, it is important to start planning for your exit as early as possible. This will allow you to maximize the value of your business and ensure that you have a smooth transition to retirement. A Certified Business Exiting Consultant (CEBC), like Ed Barone, can help you develop an exit strategy that aligns with your goals and protects your family's financial future.



Even if you're not thinking about selling your business, understanding, and maximizing your business' value is critical. Talking early with an M&A advisor like Kevin St. Cyr can help to ensure you avoid the common pitfalls of selling your business and help understand what is dragging your valuation in the market down. Early preparation can lead to dramatic changes in a company's valuation and your bottom line.

Ideal Audiences:
Perfect for groups of growth-oriented business owners and leaders, including:
Business Peer Groups
Industry Associations
Trusted Advisor Groups



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