



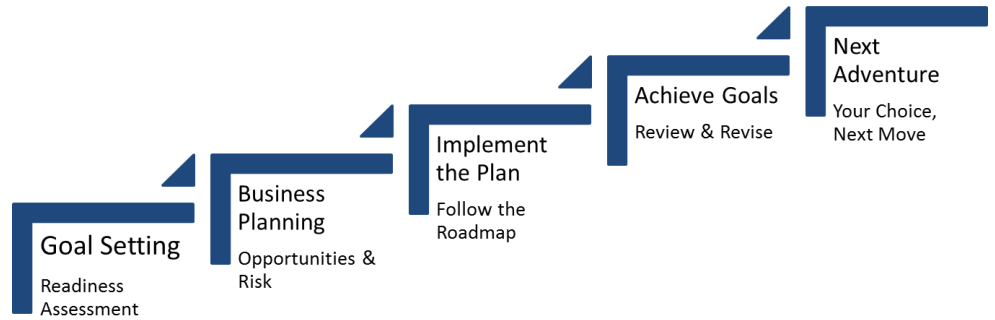
# Strategic Succession Planning

The best time to prepare your business succession plan is the very day you buy or form that business. The second best time is to start the process right now.

Get what you want for your business, **Grow your Business**, or **BOTH!**

## Three Paths to Succession

- ➡ Pass the business on to next generation
- ➡ Close / Liquidate
- ➡ Sell to a Third Party



## Third Party Sale Process

- Step 1) Business Planning - Understand Personal, business and financial goals.**  
Collect data about company, prepare business valuation, develop plan.
- Step 2) Pre-Market Preparation - Conduct in-depth industry research.**  
Prepare Executive Summary, Marketing materials, and identify prospects.
- Step 3) Going to Market - Market the company on confidential basis.**  
Secure Nondisclosure agreements, conduct presentations and site visits.
- Step 4) Negotiation - Analyze offers and terms to help client decide best option.**  
Assist with purchase and sale agreement. Coordinate the due diligence.
- Step 5) Closing - Coordinate with seller and buyer on strategic planning issues.**  
Help to resolve and open issues between parties. Close the transaction.

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