

You've finally made it. After decades of watching your start-up grow and mature, your business is finally all grown up and ready for you to move on. Now what?

Whether your age is forcing you to slow down or you're ready to move on to your next adventure, a successful transfer will depend on navigating through some pretty difficult terrain. We asked five CPAs what business owners really need to know in the Exit Stage of the business life cycle. Find some of their key thoughts below.

> Find more information on Accounting for Every Stage of your Business and answers to frquently asked questions here: www.mrzllp.com/accounting-for-every-stage-of-your-business

Exit Stage Pitfalls



Over-estimating the value of the business

Missing out on the opportunity to sell to the right buyer

Not communicating with an advisor

Not considering the full tax implications of a sale

Not being honest about being ready to sell



Exit Stage Checklist



Success Factors



Setting your Business up for success

No matter which stage your business is in-or if you're straddling multiple stages-a few key actions will help you achieve the goals you set for both you and your business.

Don't try to

do it all

yourself

Be honest with yourself about your plans for the future

Act intentionally Invest in the accounting infrastructure that fits your business stage and size Find a trusted advisor to act as a sounding board

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