



## Article

## The Next Move For Business Owners

### What Roadblocks Need To Be Overcome To Be Successful?

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The Next Move Program™

You will face a number of roadblocks when transitioning from your business (whether your exit is anticipated or unexpected). If not addressed, these roadblocks can collectively delay, diminish or doom your successful transition. The following roadblocks are common problems, if not addressed in time. Which potential or actual roadblocks do you think you still need to anticipate and address:

- Conflicting Owner Objectives.
- Misunderstanding Business Value.
- Family Disputes.
- Failure To Protect Proprietary Assets.
- Failure To Retain Key Employees.
- Failure To Continuously Improve The 9 Components of My Business Model.
- Incorrect Corporate Governance.
- Insufficient Funds Upon Owner's or Key Employee's Death or Disability.
- Inadequate Product and Service Innovation and Branding.
- Inadequate Customer Engagement.
- Co-Owner Disputes.
- Failing To Manage Personal Wealth.
- Insufficient or Unpredictable Business Cash Flow.
- No Management Depth or Successor
- Not Preparing The Company.
- Double or Triple Tax Hit.
- Inactive Board of Directors.
- Wrong Corporate Structure.
- No Suitable Inside Buyer.
- No Suitable Outside Buyer.

### Successful Transitions and Exits

To be successful with your eventual exit, it's up to you to do something to actually cause this success. First you need to decide that you are going to cause a given result to occur. Second, you need to take the action that will help you make this happen. Using The Next Move Program™ we are working with business owners around the country to achieve the success they want to achieve.

As a business owner you need to be committed to taking the steps needed to accomplish the Transition and Exit process with success. We will work with you to make this happen.