



Article

The Next Move For Business Owners

Where Should You Start?

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The Next Move Program™

We have developed a proprietary step-by-step Transition and Exit Planning process called The Next Move Program™. Using this program we work with business owners around the country to enhance their success in building their companies future. This is done by establishing what all long term organizations have mastered – the ability to have a solid transition program for their leadership. The first step is to identify your personal, financial and transition/exit objectives and then to make sure they are in sync. This begins with an understanding of 6 prime transition questions that, once answered, enable you to move forward with clarity and purpose:

1. **Who** – Who do you think you want to transfer your business and duties to and who is a feasible buyer?
2. **What** – What part of your business do you want to transfer or keep?
3. **Where** – Where do you want to reside after your exit?
4. **When** – When do you want to exit from active duty and/or ownership?
5. **Why** – Why do (or why will) you want to exit? This can impact who you want to benefit from your exit.
6. **How Much** – How much net cash-in-pocket do you need or want to receive from exiting your business?

With these 6 objectives in mind, the question now becomes what actions must be taken, and when, to successfully achieve them.

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 actions that will help you make this happen. Using The Next Move Program™ we are assisting business owners around the country in achieving 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 Planning process with success. We will work with you to make this happen.

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