

Exit Strategy Workshop

Building on the Snapshot, half a day on the practical and strategic steps that give you the best chance of selling, and at the best price.

Who it's for

Owners two to five years from a sale who want to use that time well, and shareholders who need to agree what they want from a sale.

What you come away with

- A clear picture of the business a buyer would want to buy.
- A plan built for you, to raise the value of the business and make it more attractive to buyers: the next 12 to 36 months, priorities in order.
- A view of how buyers are likely to value the business, and what they will expect.
- Agreed actions that make the business easier to sell and strengthen your hand in a negotiation.

What gets looked at

What you want

When you would like to sell, the sum you need, and what matters to you personally.

What drives the value

How good and how steady your profit is, how much income repeats, and your mix of customers.

What buyers will look at

What trade buyers, and investors building larger groups, examine first.

Reliance on you

How to make the business less dependent on the owners and on one or two key people.

Growth that shows in the profit

Steps that raise profit and make it steadier.

£2,120

+ VAT, fixed fee

Suits owners two to five years from a sale, with time to act on what the workshop finds.

What else we look at

Ways to sell

To a trade buyer, an investor-backed group, your managers or an employee ownership trust. Each is taxed differently.

How it runs

Before the day

We read your figures and send a few questions, so the time together goes on decisions.

The workshop

Half a day with the shareholders, working through value, buyers and what to change.

The plan

We write up the priorities and the agreed actions: who does what, and by when.

What we'll need from you

Your recent accounts and monthly figures.

Half a day with the shareholders, and any senior managers you want in the room.

Your own view of when you would like to sell and what you need from it.

Who does it



Nick Hunt

Strategic Growth & Exit Adviser

Nick Hunt leads the Exit Strategy Workshop. Simon Read brings the view of what buyers pay for.

Where this sits After the Snapshot if improving first, alongside or instead of the Finance Review. The Programme can follow. Buying a preparation service does not commit you to selling, or to selling through Reads.

Start with a conversation

Tell us a little about the business and who owns it. We will suggest who should be in the room and when to hold the workshop.

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