

Overview

Discover where to invest on improving your processes and structure before you sell. **Your Succession** will teach you about the key drivers and factors to attract the best price.

Delivered in group workshops and with a self-directed workbook, you'll be guided to make the right choice about who to pass the business on to, get your affairs in order and manage a seamless handover.

The program also provides business owners with the tools to streamline business operations and finances and provides their successor(s) with the best advice on how to carry on the business and preserve its legacy.

Delivered in a high energy, open forum style with like-minded business owners, we cover all the questions that plague business owners in need of an exit strategy.

For just **\$900 a month**, you'll receive invaluable tools, information and support to help maximise value upon exiting your business.

Hosted by Peter Miller, a Succession Plus Accredited Adviser, courses are held regularly around the country, and include step-by-step instruction for your succession plan.



Course Outline

Your Succession is a **2-part DIY succession and exit planning program** that aims to help business owners design and implement a strategic plan to maximise business value and achieve a successful exit.

This program tackles the eight **internal factors** of the exit planning process - matters concerning creation and preservation of the value in the business, as well as the **seven external factors**, which concern the attraction of buyers and convincing them that the business is a good investment choice.

Each workshop will include guidance from one of our experienced advisers, as well as group activities relevant to preparing your business for an exit, now or in the future.

Workshops include:

Part 1 – Succession Ready	Part 2 – Exit Ready
	
Over five, full day sessions across five months, you'll tackle the internal factors of exit planning, including refining your business model, corporate governance and revenue preservation.	Assemble your team, strategy and documents to create an actionable plan to sell the business, and attract buyers who are willing to pay more, including a 90-day action plan.
<ul style="list-style-type: none">• Owner dependence• Business model• Revenue• Systems• Sales & marketing• Corporate governance• Employee engagement	<ul style="list-style-type: none">• Strategic buyer• Corporate advisers• Information Memorandum• Due Diligence and documentation• Tax planning• Negotiation• Legal agreements

Get Exit Ready

Once you have completed the Your Succession workshops, you will be certified as **Exit Ready**. This unique certification program is designed to give both yourself and your successor/buyer a high level of comfort and confidence to ensure a successful transition.

The next New Zealand **Succession Ready** series will run from August to December 2018 in Auckland, Wellington and Christchurch on the dates shown below. The August to November workshops are from 10:00 a.m. to 2:00 p.m. with lunch provided. The December session commences at 1:00 p.m. with afternoon tea at 3.00 p.m. and celebration from 5:00 p.m. onwards.

Auckland	Wellington	Christchurch
Tuesday, 14 August	Wednesday, 15 August	Thursday, 16 August
Tuesday, 11 September	Wednesday, 12 September	Thursday, 13 September
Tuesday, 9 October	Wednesday, 10 October	Thursday, 11 October
Tuesday, 7 November	Wednesday, 8 November	Thursday, 9 November
Tuesday, 4 December	Wednesday, 5 December	Thursday, 6 December

Ready to get started?

Download and complete the [Pre-workshop Questionnaire and Registration Form](#).

Please save completed Questionnaire then email it to info@successionplan.co.nz and one of our team will be in touch with you shortly with more information.

