



# Building Business Value for a Smooth Exit

## KNOW YOUR PEOPLE

Strengthen management, improve leadership, and build business value.

A buyer is most interested in knowing there are people in your organization who will drive business growth and improvement after the sale. Here are six things you can do to strengthen management, improve leadership, and build business value.



### 1 EVALUATE YOUR CURRENT TALENT:

Often, the talent you require for leadership, management, or professional expertise is already on the team, but no one realizes it.



### 2 DEVELOP AND RETAIN YOUR TALENT:

Regular and healthy communication, focused by effective management systems, is the key to success.



### 3 SPOT ANY GAPS IN YOUR CURRENT TEAM:

Evaluating the current team highlights any needs in leadership, management, or professional roles that could hold up a sale.



### 4 STAFF WHO CAN TAKE YOU TO THE NEXT LEVEL:

Find the best possible people who match your culture, are fully engaged, and have the energy to achieve your goals.



### 5 IDENTIFY GROWTH AND IMPROVEMENT STRATEGIES:

Develop a specific and actionable plan that shows progress toward making your company an attractive acquisition target.



### 6 COMMUNICATE THE PLAN:

In order for your plan to succeed, every employee must know the plan, their role in executing the plan, and progress to date.



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