



TIPS ON HOW TO CASH OUT OF YOUR BUSINESS



ORGANIZATIONAL EVOLUTION

HOW TO CASH OUT?



You've built a successful business, how do you **CASH OUT**?

**CASH
OUT!**
Retire on Your Terms,
Live Well and Die Happy



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TIMING?

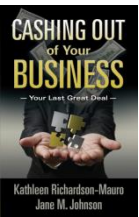
If you want to cash out in less than 5 years & aren't working to a plan, you're **behind!**



WHAT'S YOUR PLAN?

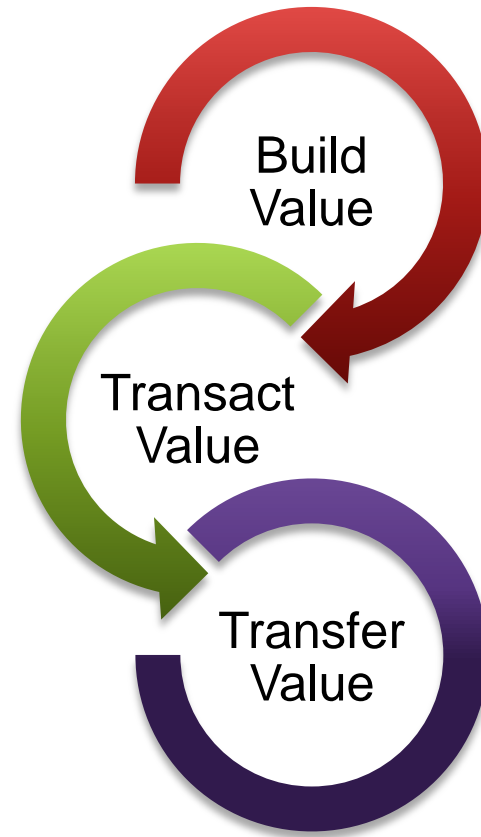
Make & Execute a Plan:

- Determine your goals
- Calculate how much money you need
- Understand your options
- Set your schedule
- Engage your team

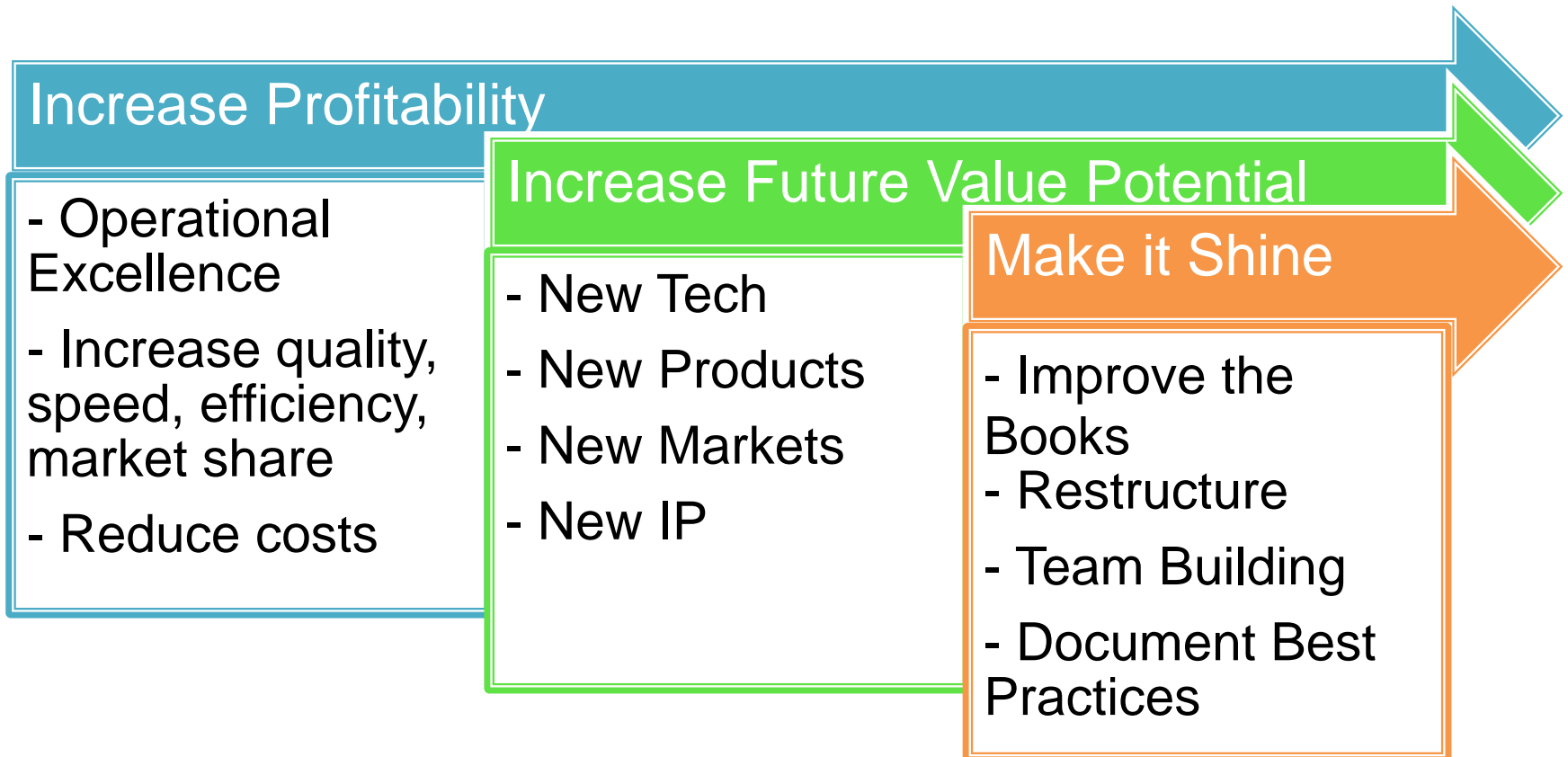


3 PHASES TO CASHOUT

1. Maximize the Value
2. Transact the Value
 - a) Maximize options
 - b) Minimize taxes & fees
3. Transfer the Value



1) MAXIMIZING VALUE



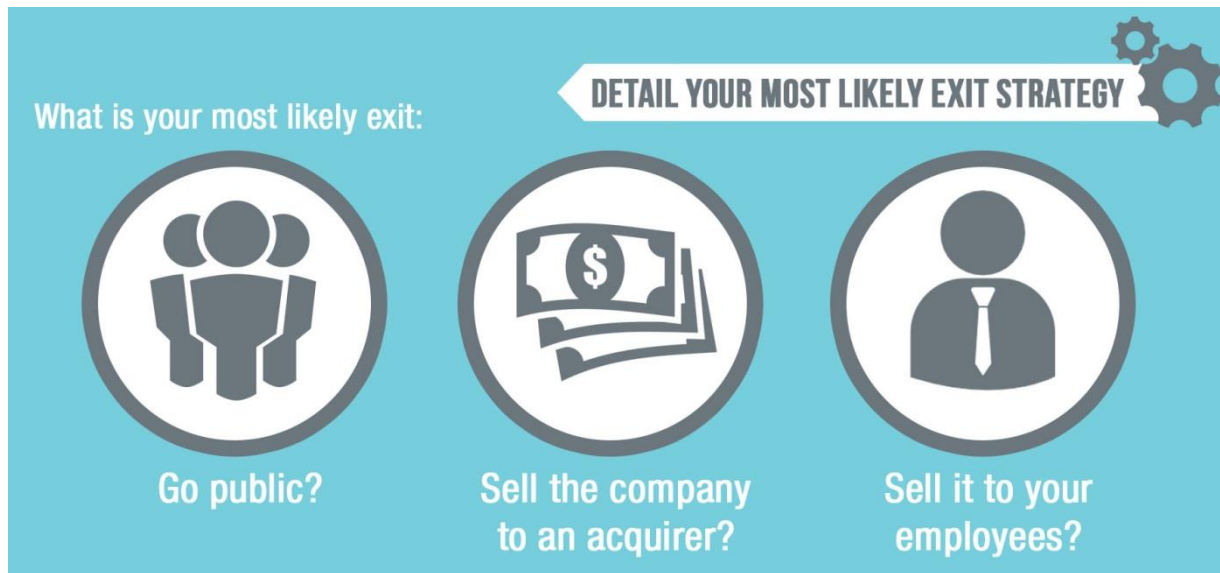
TAKE TIME (ie. 2yrs) TO BUILD VALUE BEFORE YOU SELL

1) MAXIMIZING VALUE

These were the most common elements we saw amongst these “killer” exits and reason why companies looked to merge / acquire:

1. Restructure and change organizational growth
2. Increase market share
3. Obtaining new products
4. Gaining entrance into new markets
5. Gaining intellectual property

2) TRANSACTING VALUE



MORE VALUE, MEANS MORE OPTIONS, MEANS A HIGHER PRICE

2) MINIMIZING TAX & FEES



DON'T FORGET THE DETAILS

3) TRANSFERRING VALUE



IT TAKES TIME TO TRANSITION THE “FULL VALUE” TO NEW OWNERS

MAKE & EXECUTE A PLAN



Group Discussions (20 min)

1. Move your chairs and form groups of 4-6 people
2. Introduce yourselves – name, company, role
3. Volunteers – 1 to facilitate (ensure everyone participates), 1 to present (group's top 3 ideas)
4. Self-reflect for 2 minutes on: “What is my biggest concern about cashing out?”
5. Facilitator – have everyone share their reflections (10 min), select 1 issue & discuss
6. Presenter – summarize the 3 key insights from your group (5 min) & share with everyone

CASHING OUT IS NATURAL EVOLUTION

Organizational evolution doesn't just happen, it is
*clear strategic goals, planned action, executed
well, producing breakthrough results over time*



GET YOUR TEAM ON TRACK

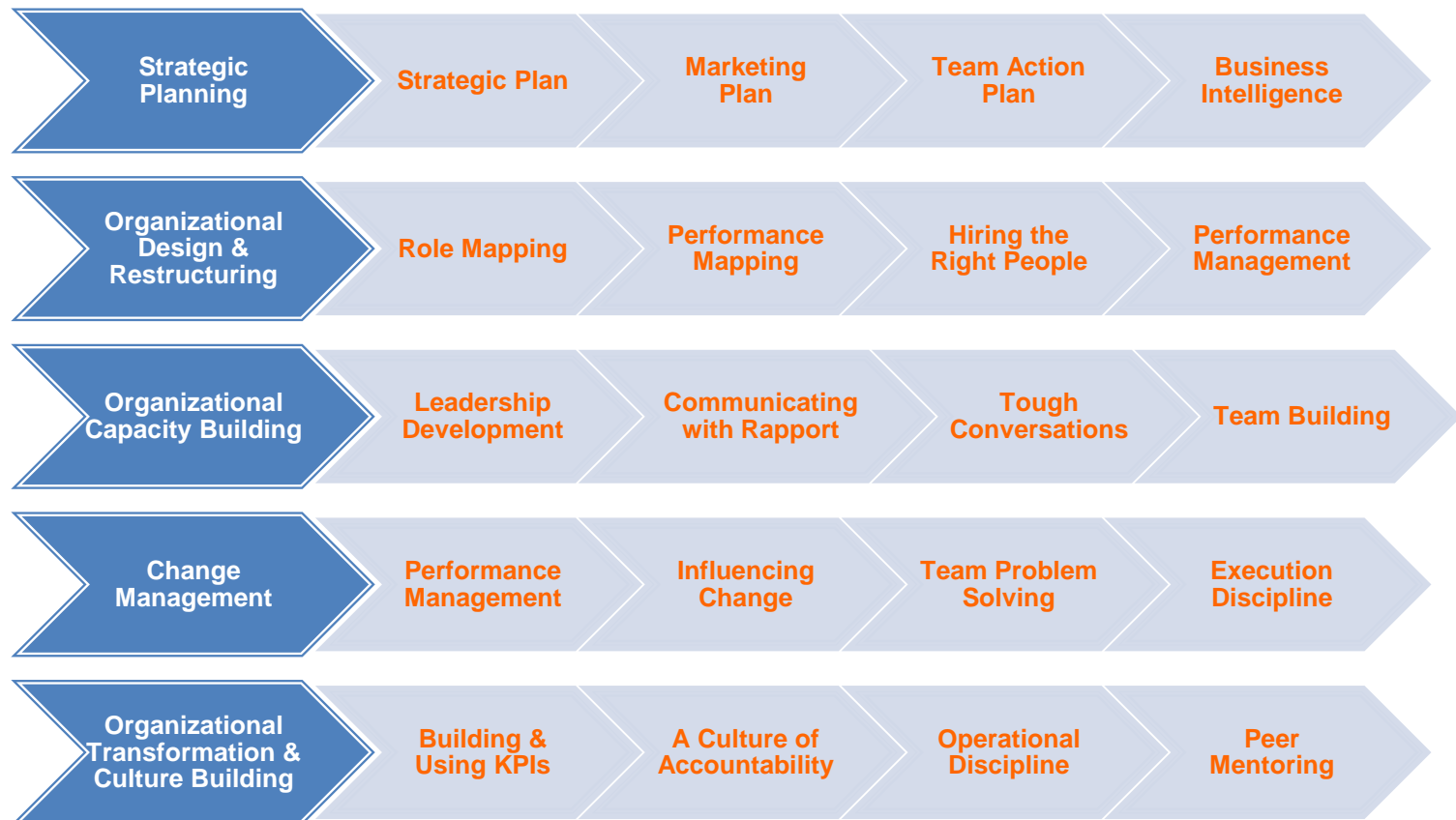
Leaders often feel alone, but making big changes in your organization is a *team sport*



GET HELP TO EVOLVE YOUR TEAM



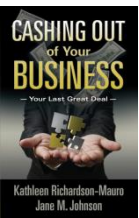
TOOLS FOR EVOLVING THE TEAM



RESOURCES

Books:

- Cashing out your business, Mauro & Johnson
- Boomer Cashout, Kipps-Brown
- Cash out - move on, Brown
- Cash Out, Davis
- Selling with Certainty, Monroe





Helping Leaders to Cash Out on Their Terms



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