



Business Exit Readiness Index - Survey Questions				
	Question	Point Allocation		
		Agree	Somewhat Agree	Disagree
Financial Readiness				
1	The value of my business is a critical part of my financial future and getting paid for my business is very important to me achieving my personal goals.			
2	I have taken a measurement of the W-2, K-1 (or other distributions), and personal benefits that I take from my business on an annual basis and I have a good idea as to what amount of liquid assets I need to have saved outside of the business to replace that total business income and other annual benefit.			
3	The value of my privately held business is less than 50% of my total net worth			
4	I have researched how I will take my privately held business and turn it into cash for my retirement goals			
5	I have sources of income (such as real estate rents and trust distributions but not social security benefits) that I can rely on today to provide at least 50% of my financial needs to fund my lifestyle outside of my business.			
6	For the last five (5) to ten (10) years I have saved at least 15% of my annual income.			
7	I have a plan and the resources to completely eliminate any personal and / or corporate debt and liabilities over the next 3 - 5 years and I have started executing on that plan.			
8	I have qualified professional advisors in my life that I allow to provide me with significant assistance in developing my financial future.			
9	I have a specific, written plan in place for how I would invest the cash I would receive if I were to exit my business today.			
10	I have prepared for the contingency of an unexpected, catastrophic event in my personal life and have completed legal documents and purchased insurance products to provide for my family and my business.			
Mental Readiness				
11	I have a specific, written plan as to how I will spend my time, in a productive manner, when I am no longer running my business.			
12	I have considered, planned for, and am excited about the changes and opportunities that await me outside of my business and am ready to make the change that liberates me from running my company.			
13	I take a larger than average (i.e. more than 3 weeks) amount of vacation time each year and, while I'm away, I'm able to substantially limit the work that I am doing and the frequency with which I check e-mail and / or call into the office.			
14	Although I have mastered much of what there is to know about my industry and / or trade, I feel as though the time has come to pursue my next venture and I'm ready to find a way to move to this next stage.			
15	There are people who work for me that I have prepared for future ownership and management of the business. I have trained them to do what I do, structured the business to run without me, and I'm confident in my ability to transition my current responsibilities at the company			
16	I have not grown the business in the last few years because I simply don't want to deal with the additional aggravation that accompanies growth-related initiatives.			
17	The thought of running and growing my company for another three (3) to five (5) years sounds a bit like an eternity given my current feelings towards the business.			
18	I have a specific, written plan as to when I would ideally like to exit my business and move into my next project and / or phase of life.			
19	I do not approach running the day-to-day operations of the business with the same enthusiasm as I once did and I often feel 'bored' with the company			
20	I have prepared myself by understanding the legal and tax implications of a business transition and I'm confident that I'm ready for these aspects of the business transfer			