

Exit Strategies for Small Business Owners

You've run a great business and you've made a good living, but you've never thought about the transition. Now it's time – working forever definitely isn't an option but you don't have a clear plan. No one to transition the business to and no offers that give you the value your business deserves. With Alligned, you'll get the value your business deserves, a clear transition plan for your future and the future of your business and the benefit of growth.

How do we do it? Flexible and creative terms to get you the results you want. We think outside the box so you can make the most of your lifelong investment. What does that look like?

It starts with seller financing.

The current method of selling your business may give you a nice lump sum upfront, but it puts a lot of money in others' hands instead of your own. Those are the deals your broker is incentivized to show you, not necessarily the ones that give you the most value over the long haul. Here are some other things to consider.

✓ **Lower Taxes**

Strategically planned payouts will, with our professional expertise, reduce your tax liability, ensuring you keep more of your valuation and buyout and the government does not.

✓ **Higher Valuation**

Flexibility from you as the seller means we're then able to give you the valuation you want or even higher. Traditional valuations just look at the bottom line while we're able to consider other expenses and addbacks that wouldn't typically be considered.



✓ **Continued Equity**

Haven't saved enough for retirement? Retaining equity in the business might just be the answer you need and could pay off in the long run far more than your valuation.

✓ **Retain Employment**

If you stay on as a consultant, those business expenses that you are used to having covered can be considered a part of the deal, including insurance. That's definitely not something you'll find from most buyers.

So let's talk about growth.

We know that you have worked hard to grow your business to the size it is today. You've built it on your good reputation and relationships because you're focused on providing customer-centric business in the age of large corporations and commodity plays. We get that and those are the kinds of businesses we love. Highly reputable small businesses are the perfect opportunity for growth in today's market with a strategic balance of sales and marketing. **That's why we're here at the table today.**

We believe that there are some key ways that our team with their professional expertise in marketing, sales and customer success can take your current business and light rocket fuel under it. We are in the business of scaling relationships without compromising the integrity of what you have worked so hard to build.

So think big - REAL big.

As part of our offer, we'll also include some big ideas of where we see the future growth of your business to get you excited and to show you exactly how we plan to unlock the opportunities ahead. If you're ready to find out if Alligned can help you strategically exit and start on your next adventure, contact us to set up an initial 15 minute evaluation call. It'll cover basic questions to get to know your business and plans for the future. With Alligned, you can start planning for your future today.