

embarrassed

EXECUTIVE

The answer you need
to the question you're
afraid to ask

**Is my head in
the sand about
transitioning my
business for the
future?**

We all have issues and concerns that we are afraid to deal with. We want to act, but we just don't know where to turn, so we conveniently find a way to delay dealing with the issue. Many business owners are inundated with the challenges of effectively operating their company and neglect to position it for the inevitable. Business value generated through hard work often provides the sole retirement vehicle. To harvest this value, vigilant planning must be implemented well before time is freed for grandchildren or golf.



James D. Nalley
Vice President,
BCC Advisers
jim@
bccadvisers.com

Ask This:

- When will I retire?
- Will I transition my business to an outsider? Employees? Children?
- Where is my business value today vs. where I want it to be?
- How can I get there?

Action Steps:

- Call your trusted accountant, lawyer or financial adviser.
- Let them assist you in answering these questions and develop the plan.
- Have your business appraised. How can you know where you are going if you don't know where you are?
- Implement the plan and follow through.

Help is available to lead you through the process. However, you alone must ask and answer the first question! ■