

# The Selling Successfully Podcast

EPISODE: 08

Retirement:  
Ready or Not?



## Top 5 Takeaways



### Ask the right questions

What should I do with my business? How much is it worth? Is it even saleable? Who will take my place? How much do I need to sell for to maintain my lifestyle?



### Get processes in place

Get processes in place that will allow any type of buyer to confidently run the business. This will increase the buyer pool and maximize your options.



### Avoid an identity crisis

Work part-time, maintain work connections, think about what life during retirement looks like, remain involved at the board level or participate in a roll-up strategy.



### Buy happiness

Ensure financial security: create a comprehensive plan, know the value of your business and recruit a deal team of specialized advisors.



### Don't go it alone

The most effective strategy for selling successfully and retiring confidently is finding the right support and connecting with the right experts. Build your team to include an M&A advisor, M&A lawyer, accountant, and wealth planner.