



Diamonds in the Rough

*How to polish your company
for greater exit value*



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The Oracle of Delphi

KNOW
THYSELF



*changing
perceptions* *getting
results*

Forecasts

- 50% of all small business owners will retire in the next 15 years (CIBC World Markets)
- 82% of Canadian business owners do not have an exit strategy (Queens University, SME Report 2004)
- \$1.2 Trillion in business assets to change hands by 2010



Quick Survey

What are the **barriers** to having an exit strategy?



The Remedy

The One Minute Vision



*changing
perceptions* *getting
results*

Frame Your Vision

It is five years in the future...

Take two minutes and try to jot down:

- Who will be buying your business?
- For how much? (\$ amount)
- Give 3 key reasons why your business will be attractive?



How do I get there?

CIF Conference will help you to identify:

- What will attract your buyer
- Steps to take to make your company more attractive (execution plan)



Vision

The Value
you wish to create



Exit Strategy

How to
deliver on your
Value Promise



Paradigm Shift

Your View



Potential Buyer's View



Achieving a Paradigm Shift

What a Buyer
values



Your Company's
value

Gap Analysis = Exit Strategy



Robust Dialogue

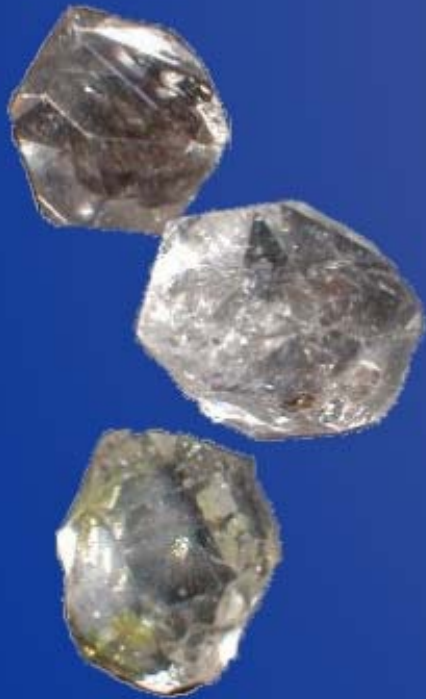
Harmony

sought by many leaders

is the

enemy of truth





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