



PUTTING UP THE FOR SALE SIGN

EXIT SOLUTIONS





EXIT SOLUTIONS

Making the decision to exit or sell your business is perhaps the easiest part in the process of getting your business 'investor-ready'. As this represents a one-off opportunity to reap the rewards for a lifetime of effort, you need to have the right accountant and professional services team behind you.

MGI has an established track record as a business growth advisor for businesses on the move. Our people provide sound solutions backed up with practical help for managing the unique challenges of the exit phase of the business life cycle.



Getting 'investor-ready'

It is never too early to start considering your exit strategy once your business is growing and becoming self sustaining. MGI has developed its 'investor-ready' program to maximise your reward from your business nest egg while concurrently reducing its future risk for investors.

As with selling your home, there are things you may need to do as part of a business makeover, prior to sale, to attract potential investors. Investors will not only be attracted by past returns and future profit, but also by optimised business processes, competent management and committed and knowledgeable staff. As your business growth advisor, we work with you to ensure your business makeover is complete, and the less attractive facets of your business are minimised or eliminated.

'How much is that business in the window?'

'What is my business worth' is an important question – central to your exit decision. This is why you need a reputable expert, such as MGI, to value your business. We go beyond your spreadsheets and undertake a realistic appraisal of your business. Our people will also work with you to formulate the parameters of the sale, identify potential investors and assess the quality of the financial information including strategic plans, cash flow analysis and working capital requirements.

We also want to understand what you want out of this once in a lifetime decision. Your wish list such as the well being of staff, simplicity of due diligence, and minimising disruption to your business will be factored into our 'investor-ready' process.

When the valuation methodology has been documented for potential buyers, MGI will advise and assist you in preparing the all important Information Memorandum – the backbone of the due diligence process – so your business is presented in a positive but not misleading manner.

As each exit situation is unique, MGI is able to provide a tailored approach to suit your requirements while at the same time minimising the impact on your business.

Sell it, and they will come?

Once you are 'investor-ready', the next step is to implement a campaign to attract strategic and financial investors. As a business growth advisor, we are experienced in all aspects of the sale transaction. We can provide you with advice on how manage the sales process, liaise with any commercial third-parties, source and prioritise genuine interest and assess firm offers.

It also makes sense to leave the negotiation, sale contract preparation and sale settlement to MGI. Decisions about how to structure the sale can be challenging when considering the plethora of exit options – MBO (Management buy out), VIMBO (Vendor initiated management buy out), Trade Sale (Straight acquisition), MBI (Management buy in), IPO (Initial public offering), BIMBO (Buy in management buy out) ... The bottom line is MGI will manage the sale negotiation process to provide you with advice on the best after-tax outcome while meeting the requirements of your initial wish list.



Life's little wealth challenges

With time now on your hands to contemplate the next phase of your life – whether it is growing prize-winning dahlias, climbing Mt Everest oxygen-unaided or taking on another business challenge – you will need a strategy in place to protect and grow the nest egg from the business sale.

This nest egg represents your future security, income and lifestyle. It can also represent the opportunity to pass wealth to the next generation.

In today's economic climate your concerns about how this money should be invested, mindful of your risk profile, how to legally minimise your tax obligations, and how to factor in interest and currency fluctuations should be answered by trusted and properly accredited professionals.

Through MGI's wealth creation and protection service, we can provide advice and assist you with estate planning, superannuation planning and funds, personal investment and insurance. We create comprehensive wealth strategies to complement your lifestyle, investment horizon and security objectives.

Family Office – at your service

Exiting your business does not mean your professional life has come to an end. There are still bills to pay, investments to track, tax obligations and personal accounting requirements to name just a few activities which may have previously been managed by your business support staff.

MGI has developed a Family Office to service your complete administration, travel, entertainment, financial and philanthropic needs as you transition away from your old business.

Our Family Office service is an effective way of ensuring your family's affairs are handled in a professional and confidential manner. We are sympathetic to the particular needs of families and have extensive experience in advising family groups and high net worth individuals. Our aim is to take the stress and complexity out of this management process.

MGI – Your Business Growth Advisor

For more information on how MGI provides business solutions that work for you contact your nearest MGI office or visit www.mgiaust.com