

The Center for Executive Coaching Presents

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**The Center for Executive Coaching  
Exit and Succession Planning  
CEO Roundtable**

**Facilitator's Manual**

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# Welcome!

With this program, you have a wonderful opportunity to help many business owners with one of the most pressing challenges they will ever face: How to exit their businesses as seamlessly as possible.

As more and more business owners prepare to retire, or simply want to leave their businesses and do something else, they find that they are trapped. The business is dependent on them and so it is impossible to hand it off to their teams. At the same time, otherwise no buyer will be able to succeed in taking over the business. All of the time, effort, and wealth that business owners put into a company are potentially wasted.

You can help. This program provides ongoing support for business owners to strengthen their companies to be more profitable and valuable; which make them more attractive to potential investors, buyers or the next generation of family, and successors on the leadership team.

This program is not technical in terms of legal and accounting advice. However, it encourages participants to assemble a competent team. From there, it forces participants to take a thorough look at every aspect of their businesses, and make improvements over time so that the business is ready for hand off.

Each meeting focuses on a different theme. Participants take time to think through issues related to that theme, and then take action outside of the meeting. In a relatively short time period, participants can take huge steps towards making their businesses more successful; soon realizing their vision for a successful exit and/or succession.

You can make a huge impact with this program. I wish you the best of success. Business owners in your area are counting on you!

Sincerely,

**Andrew Neitlich, Program Developer**