

WILMINGTON
BIZ
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OCTOBER 5
WILMINGTON CONVENTION CENTER



The Multiple
Aspects of Business
Ownership

MOMentum companies



Start-Up to Exit Strategy

Presenters

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Startup: Idea to Action
Growth: Off and Running
Exit: Prepare for Sale and Transition

Whether you are considering starting the business of your dreams or currently have of an ongoing enterprise, it is vital that you keep the end game in mind. The process begins the day you decide to start the business! So many times business owners become consumed with the day to day operations that it is difficult to maintain a 30,000 foot perspective. Throughout the years you end up dealing with the ups and downs of the economy, market changes, staffing challenges and end up reacting when you intended to be proactive. This seminar will give you an opportunity to look at your business with a clear vision for the future. Excellent examples of businesses that have grown from infancy to maturity will be discussed with valuable examples of “what not to do” and “what worked well”.



Your Business from the Beginning

Ideas to Action:

Concept/Vision.....

- Who can you go to for wise council?
- What is your practical experience in the market?
- What/Who is your client base?

Preliminary Action Plan.....

- How important is a Business Plan?
- Income/Expense projections
- Where is the money?

Time to Make It Happen.....

- Set up business entity
- Show me the money
- Location



Managing Growth

Key Aspects:

- Review your financial reports monthly - Know your NUMBERS
- Know trends in your industry
- Be present in your business
- Hire well
- Learn to delegate as you grow
- Seek advice on opening new locations - consult a broker
- Stay informed and updated on technology relative to your business
- Look for grants and other financial assistance to grow economically
- Get to know your customer(s) - MORE!

8 min



Exit Strategy and Plan

Key Aspects:

- Plan and Start 3-5 years in advance before listing
- Seek advice and consult with a Business Broker
- Have a true business valuation done
- Report profits on your tax returns - OUCH!
- Retain a bookkeeper to keep the books up to date for readiness
- Do not wait until you have mentally exited the business
- Continue to operate and make decisions to grow revenue
- List with a qualified Broker with credentials and ethics



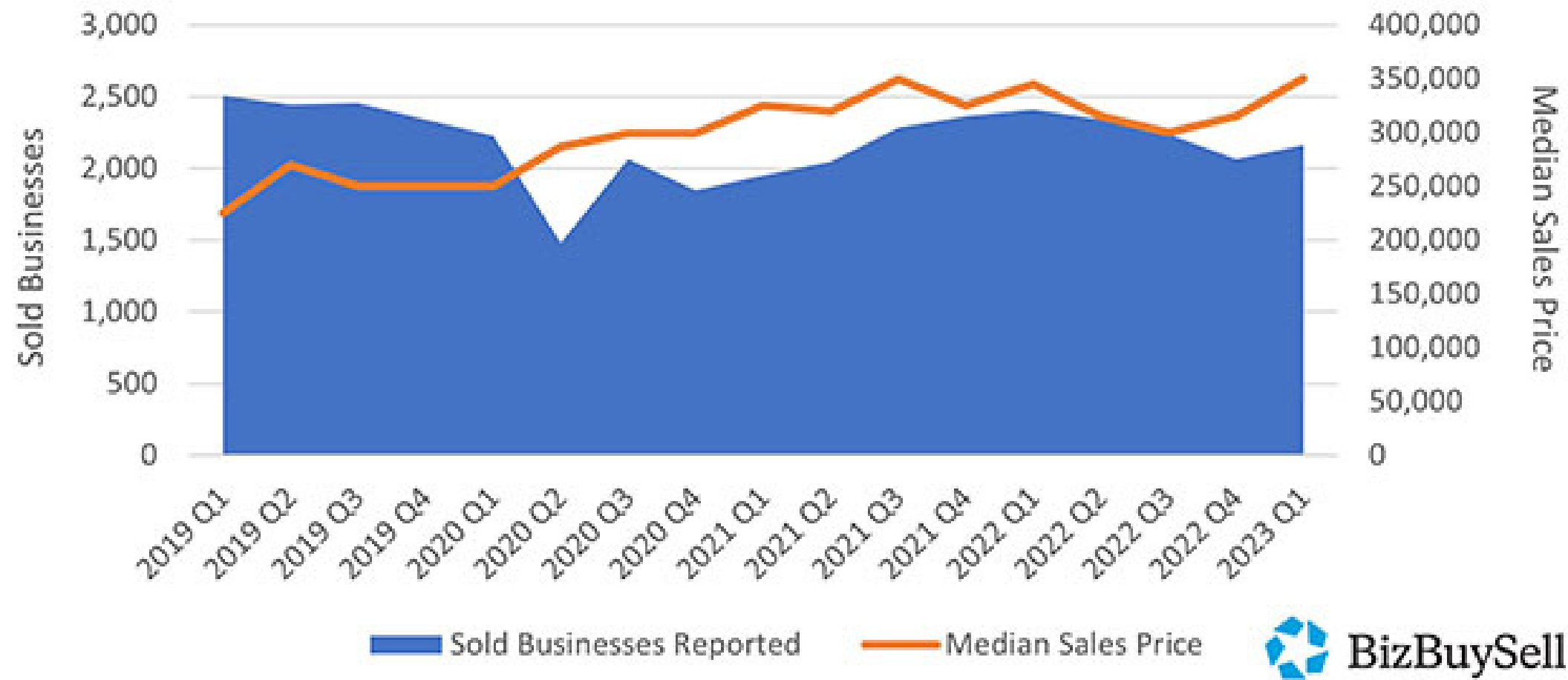
Ready Set List

- Find your Broker
- Have your paperwork in order
- 3 Years of tax returns
- 3 years of P&L Statements
- YTD P&L
- Consider owner financing
- Detail of any and all debt
- List of FFE (Furniture Fixtures Equipment)
- Copy of lease terms
- Real Estate details if owned
- Provide reason for selling



5 min

Businesses Sold on BizBuySell



Success Examples:

Fortunate Glass

The Vine

The District/Angus Grill

Thank you for attending!
Momentum is there to help when you are ready to start, sell or buy a business.

5 min