



Exit Planning Information & Education for America's Business Owners

The Exit Planning Review™ is an opt-in, bi-monthly newsletter published by Business Enterprise Institute, Inc.



This issue is provided to you by Weatherby & Associates, PC Attorney, Hank Weatherby.

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Weatherby & Associates, PC
Counselors at Law
Helping Families Preserve and Protect Assets and Values

Issue 9

Why Business Owners Fail To Plan

Franklin Taft was understandably a bit neurotic. He was increasingly anxious to begin planning for his eventual departure from his business but his concerns prevented him from proceeding. "I'm too busy working in my business to think about how to leave it. Besides, I don't know what to do-and neither do my advisors."

Sound familiar? In our experience, the primary reasons owners hesitate to begin the planning process are:

1. You may be so busy fighting alligators that you don't have time to drain the swamp. Daily demands mean all of your time and energy are spent working in the business. You have little left to work on the business of leaving your business.

A solution: spend a few hours learning what you need to know by reading *The Completely Revised How to Run Your Business So You Can Leave It In Style* and the provider of this newsletter can offer you additional material discussing Exit Planning.

2. Owners may be unaware that there is a defined Exit Planning process that provides a template showing them the steps they can take in order to help them leave their businesses "In Style."
3. Some lawyers, CPAs, insurance professionals and investment advisors-your professional advisors — may not know how to effectively work together to help you leave your business in style. If one of the professionals on your Advisory Team has provided you with a subscription to this newsletter, chances are good that he or she is informed and may specialize in helping owner/clients.

A solution: *The Completely Revised How to Run Your Business So You Can Leave It In Style* book and the Companion Workbook provide the basics of the Exit Planning process. You need to know only WHAT needs to be done-a far easier task than learning HOW to accomplish what needs to be done. Leave the HOW to your advisors.

4. Finally, (and this wasn't a problem for Franklin) many owners have a

fear of the unknown-what will they do after they exit their businesses.

At the risk of sounding like the dentist you feared as a child, "Trust me, it won't hurt." As a successful, smart business owner, you can both discover and create a new and fulfilling life apart from your business. Read Issue 13, "Former Owners Express No Regrets."

*Subsequent issues of **The Exit Planning Review**[™] discuss all aspects of Exit Planning. The provider of this Newsletter ([Hank Weatherby](#)) offer you unbiased information about what you may need to know — *How To Run Your Business So You Can Leave It In Style*[™].*

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The example provided is hypothetical and for illustrative purposes only. It includes fictitious names and does not represent any particular person or entity.

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