

PERSONAL REPORT

Your Exit Readiness Report

60

OUT OF 100

Promising, but preparation is needed

A sale-ready business is built before it reaches the market. This report highlights the foundations already in place and the gaps most likely to weaken buyer confidence, value or deal certainty.

Use the priorities in this report as a practical starting point. Your score is based on self-reported answers and is not a valuation, audit or guarantee of sale.

EXECUTIVE SUMMARY

What your result means

Your strongest area is Owner readiness (76/100). Preserve this strength and assemble the evidence a buyer would need to verify it.

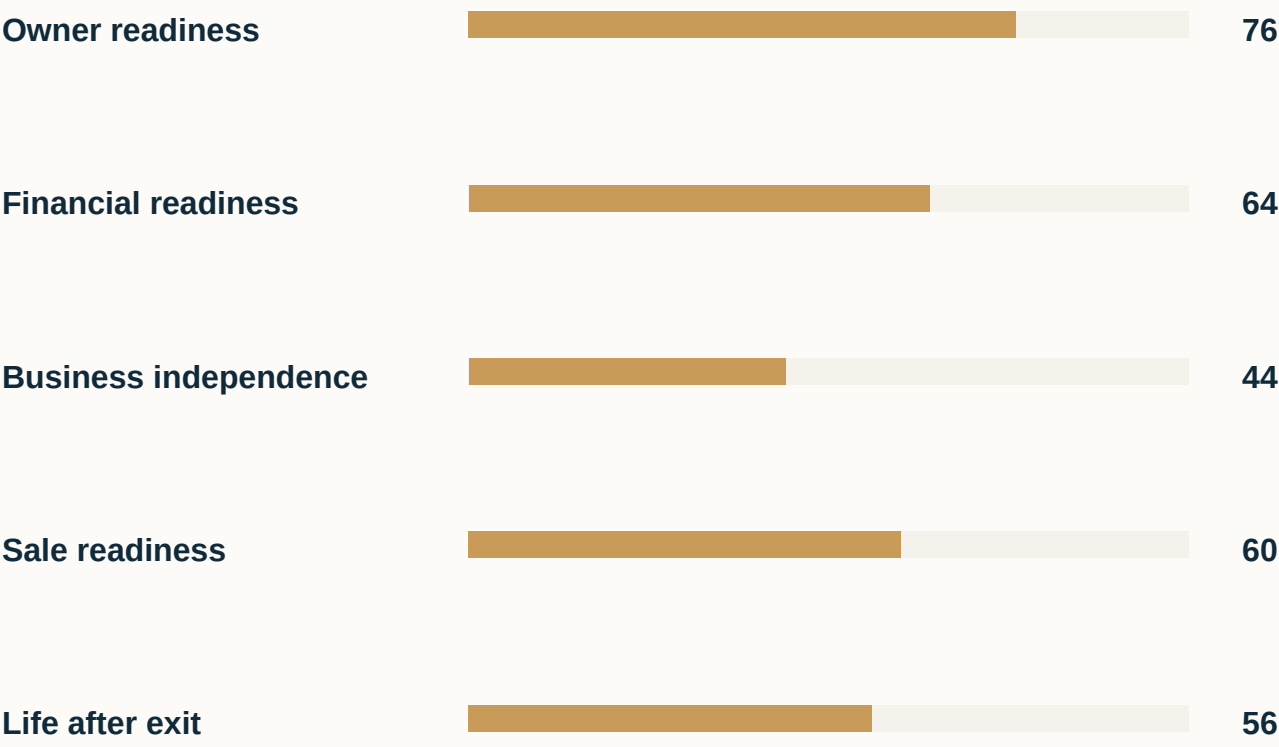
Your first priority is Business independence (44/100). Improvements here are likely to create the greatest near-term lift in readiness.

START HERE

Document decision rights and escalation rules.

READINESS SCORECARD

Your five dimensions



Scores are directional. Focus on improving the quality of evidence and transferability, not merely increasing the number.

DIMENSION REVIEW

Owner readiness

76/100

This area has useful foundations. Test whether the evidence would remain convincing without your explanation.

THREE PRACTICAL ACTIONS

- 1** Document your preferred exit window and the events that could change it.
- 2** Set a tested minimum and preferred financial outcome.
- 3** Align family, co-owners and key stakeholders before sale pressure begins.

YOUR FIVE RESPONSES

Question 1: 4 / 5

Question 2: 3 / 5

Question 3: 4 / 5

Question 4: 4 / 5

Question 5: 4 / 5

DIMENSION REVIEW

Financial readiness

64/100

Some foundations are present, but material gaps may still create buyer questions or weaken terms.

THREE PRACTICAL ACTIONS

- 1** Produce timely, reconciled monthly management accounts.
- 2** Document and support every normalisation adjustment.
- 3** Build an evidence-based three-year performance story and realistic forecast.

YOUR FIVE RESPONSES

Question 1: 3 / 5

Question 2: 3 / 5

Question 3: 4 / 5

Question 4: 3 / 5

Question 5: 3 / 5

DIMENSION REVIEW

Business independence

44/100

This area needs deliberate attention before approaching the market. Starting early gives you the widest range of options.

THREE PRACTICAL ACTIONS

- 1** Document decision rights and escalation rules.
- 2** Transfer key relationships to multiple team members and the CRM.
- 3** Create succession and retention plans for critical roles.

YOUR FIVE RESPONSES

Question 1: 2 / 5

Question 2: 2 / 5

Question 3: 3 / 5

Question 4: 2 / 5

Question 5: 2 / 5

DIMENSION REVIEW

Sale readiness

60/100

Some foundations are present, but material gaps may still create buyer questions or weaken terms.

THREE PRACTICAL ACTIONS

- 1** Build a current, access-controlled due-diligence vault.
- 2** Review contracts, intellectual property, risks and change-of-control clauses.
- 3** Shortlist transaction-experienced legal, tax and sale advisers.

YOUR FIVE RESPONSES

Question 1: 3 / 5

Question 2: 3 / 5

Question 3: 3 / 5

Question 4: 3 / 5

Question 5: 3 / 5

DIMENSION REVIEW

Life after exit

56/100

Some foundations are present, but material gaps may still create buyer questions or weaken terms.

THREE PRACTICAL ACTIONS

- 1** Design a realistic weekly routine for life after ownership.
- 2** Test your personal financial plan across lower-value or delayed-sale scenarios.
- 3** Define acceptable transition roles, duration and boundaries.

YOUR FIVE RESPONSES

Question 1: 2 / 5

Question 2: 3 / 5

Question 3: 3 / 5

Question 4: 3 / 5

Question 5: 3 / 5

ACTION PLAN

Your next 90 days

First 30 days

Document decision rights and escalation rules.

Days 31–60

Transfer key relationships to multiple team members and the CRM.

Days 61–90

Create succession and retention plans for critical roles.

Measure progress by completed evidence, reduced owner dependence and resolved risk, not activity alone.

YOUR NEXT STEP

Talk through your result with Shayne

Book a free 30-minute exit readiness review to discuss your assessment, intended exit and where to start. There is no obligation to buy.

Book your free 30-minute review

Prefer to prepare at your own pace? The Exit Plan digital book and Exit Readiness Workbook can help turn your priorities into a practical plan. Visit exitplan.au for resources and support options.

Shayne ran a consulting business centred on software implementation for ten years, then sold it to an employee in 2025 and wrote Exit Plan. That exit helped his family build their dream home on the Darling River.

GENERAL INFORMATION ONLY

This report is based on your answers. It is not a valuation or guarantee of sale, or legal, tax, accounting, financial or transaction advice. Obtain independent professional advice for your circumstances.