

4. Establish business value

The value of your business has a direct impact on many aspects of your succession plan including:

- The timing of your exit
- Who can afford to purchase the business
- How you structure the sale of your business
- What drives the value of your business

MOST BUSINESS VALUATION MODELS ARE BASED ON THE FOLLOWING:

- The sustainable level of cash flow
- Expected cash flow growth
- The risk of falling cash flow
- The assets of the business

Contact us

BMO's succession specialists can help you to make the succession planning process straightforward and successful.

For more information, please call 1-866-886-0027.



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Roy Williams and Vic Preisser, 2003. *Preparing Heirs: Five Steps to a Successful Transition of Family Wealth and Values*. San Francisco. Robert D. Reed Publishers

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