



Future-Proof:

The Art of Succession Strategy





Thank You!





A little bit about ActionCOACH

...

The world's #1 Business
Coaching & Training Firm –
Created in 1993

You're tapping in to more than
1200 Coaching Offices in 88
countries...

Vision: To create "World
Abundance through Business
Re- Education ..."

You Get ALL of that supporting You!

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TAKE ACTION

GET RESULTS

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WHAT WE'VE SEEN



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90% of businesses never se

- International Business Brokers Association

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TAKE ACTION

GET RESULTS



70% of businesses listed with broker never sell

- International Business Brokers Association

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TAKE ACTION

GET RESULTS



40% of New CEO's Fail in the First 18 Months

- Harvard Business Review

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TAKE ACTION

GET RESULTS

Two Main Reasons Why:

- Lack of Planning

- Too Dependent on the Owner/Leader

TURNING POINT

{RANT}



“I’ve had it with my colleagues who have built great, reputable businesses just hanging up their keys and locking the door. We have to be talking about this.”
– Tim Sweeney, Sweeney Design Build



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The Big Myth You've Been Led to Believe
That Keeps You Stuck

That you have to do the
secret

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ABOS™ System

Business Growth &
Getting your Business
to be Transferrable

No Thank You

ASCEND™ Complete Succession Plan

Roadmap for You, Your Team &
Your Buyer

Your Exit Team

Internal Team
External Team

Worth Nothing

Can't Sell

The Proven Model

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3 The Proven Model

Your
Transferrable
Business



Your Commercial, Profitable Enterprise Works without **You**



Your company is running under management



Your people run your systems, your systems run your company



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CASE STUDY



Meet Steve

From 20 location 3D Printer
to Sale

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3 The Proven Model

Your Succession Plan



Changing **You**r Thinking



Your Roadmap & Timeline
Who, When, & What to Expect



Your People Help Build the Plan
With **You**



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CASE STUDY

Meet Sean

From Trusted Employee
to Co-Owner



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3 The Proven Model



You Coach, Exit Planner, CPA, Attorney, Valuation Expert & Business Broker



You Management Team



You "Talk" With **You** Team



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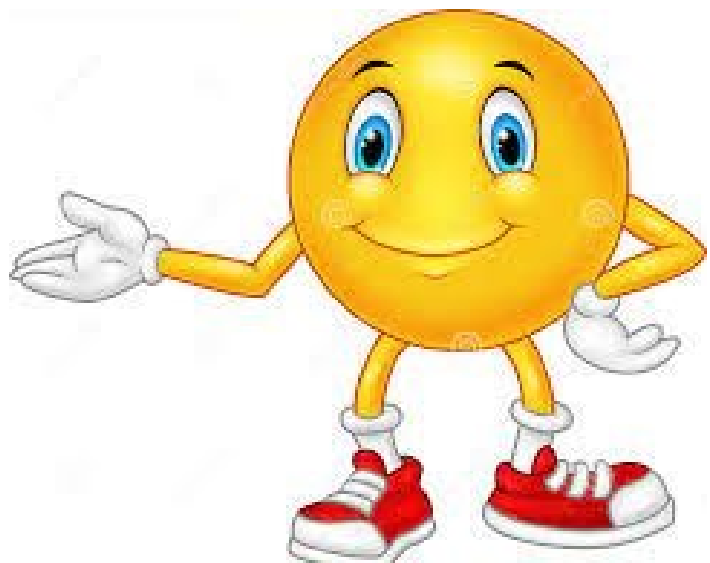
SUCCESS!

20225 EIGHT Action COACH Clients sold
their businesses!
(100%!)

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TAKE ACTION

GET RESULTS



SO HOW **YOU** DO
DO THIS?



TODAY

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TAKE ACTION

GET RESULTS

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How do you Do this?

-  Succession Readiness Score
\$398.00 Value! **FREE**
-  Free Strategy Call to help you start your business
\$ 295.00 Value **FREE**
-  Free Webinar Could You Own Your Own Company? What Every Employee Should Know
\$500.00 Value **FREE**
-  **FREE** **Total Value \$1,193.00**



Thank You!

