



Exit Planning Simplified

Exit Architect[®] Academy

A comprehensive collection of information designed to help business owners prepare for the sale or ownership transition of their business.

www.exitarchitectacademy.com

About Us

The Exit Architect® Academy was created for business owners by The Exit Architect® and Picus Enterprises LLC with the help of several alliance partners focused on exit planning. Picus Enterprises LLC has been providing management consulting service for over 20 years to owners of small businesses. The Exit Architect® is a Certified Exit Planner with The Exit Planning Institute and a Certified Value Builder with John Warrillow and The ValueBuilder System™.

Our Solution

The Exit Architect® Academy is a comprehensive platform of information that helps business owners prepare for the sale or ownership transition of your business.

With over 200 courses, over 130 videos, active fillable worksheets, podcasts, hundreds of articles and over fifty questionnaires and surveys, the Academy is designed to help business owners identify, document and execute your business exit strategy.

Our members work with our Academy Guides to receive a customized educational experience designed to provide our members with the information that you need.



Exit Planning Curriculum

- All About Exit Planning
- Growing Your Business and Increasing Your Business Value
- Estate Planning, Wealth Management and Tax Minimization
- How to Sell Your Business
- How to Purchase a Business
- How to Transition Your Business to Internal Owners
- General Management Concepts





Course Content

Our courses are designed with a mixture of videos, presentations, infographics, and other text and html content. This content is supplemented with questionnaires and surveys to help you clarify your exit planning goals, strategies and planned actions.

Readiness Surveys

We provide two different survey methods to help you determine how ready you and your business are to exit.

We provide tools developed by The Exit Planning Institute and The ValueBuilder System™ that help you score Owner Readiness, Business Readiness and the Attractiveness of your business to prospective buyers

ValueBuilder Score and Eight Value Drivers

We provide you a link to complete a private questionnaire and receive a comprehensive report on the readiness and value of your business that presents how you rate your business on eight proven drivers of business value.

We present each of these eight value drivers developed by John Warrillow and The ValueBuilder System™ with a series of video, supporting information and exercises to help you identify which of these eight value drivers can help you increase the value of your business.

Active Calculation Spreadsheets

We provide active spreadsheets that help you perform calculations in real time, including the following:

- The Readiness of the business owner and the business to exit.
- The Attractiveness of the business to prospective buyers.
- The Net Worth of your estate, including the potential value of your business.
- The Adjusted EBITDA of your business.
- The Business Growth Impact of your selecting a variety of business growth strategies.
- Your Projected Return on Investment from Exit Planning.
- How well you are doing to fund your preferred retirement lifestyle.

Other Features in the Academy

Other features include podcasts on how to sell your business, a variety of questionnaires and surveys to help you clarify and document your strategy to exit your business, and the capability to upload exit planning related documents.

For many businesses exit planning takes 2-4 years to implement, so the time to start planning for your business exit may be sooner than you think.

CONTACT US TODAY TO LEARN MORE ABOUT THE EXIT ARCHITECT® ACADEMY.



WEALTH MANAGEMENT



VALUEBUILDER DRIVERS



TYPES OF BUYERS



THREE AUDIT SERVICES



THE TRANSITION PROCESS



ESTATE PLANNING FUNCTIONS



ACCOUNTING FIRMS



BUSINESS VALUATION



BUYER MOTIVATION



CORPORATE STRUCTURE



TAX MINIMIZATION



BUILDING AN ADVISORY TEAM



BUSINESS ATTRACTIVENESS



BUSINESS LAW FIRMS



BUSINESS READINESS



OWNER READINESS



EXIT PLANNING BENEFITS



ESTATE PLANNING DOCUMENTS



FAMILY-OWNED BUSINESSES



EXPECTED BENEFITS



OTHER TAX ISSUES



TAX DEFERRALS



ESTATE PLANNING ARTICLES



EXIT OPTIONS



EXIT READINESS



MOST COMMON MISTAKES



ROI ON EXIT PLANNING



RELENTLESS EXECUTION



SELLING YOUR BUSINESS



STEPS IN SELLING



M&A ADVISORS



INTRO TO READINESS



SALE vs TRANSITIONS



VALUE ENHANCEMENT FACTORS



INTERNAL EXIT OPTIONS



IMPORTANT HR ISSUES



DUE DILIGENCE



IMPROVING BUSINESS VALUE



BUSINESS & VALUE GROWTH



FINANCIAL REPORTING

SAMPLE COURSES