Motivations and Timing Worksheet

Exit Plan Motivation	Timing Urgency - 10 being most urgent
Desire to retire	1 2 3 4 5 6 7 8 9 10
Feeling bored by the business	1 2 3 4 5 6 7 8 9 10
Feeling burned out by the business	1 2 3 4 5 6 7 8 9 10
Financially or personally feeling unable to addressing business challenges	1 2 3 4 5 6 7 8 9 10
Desire or need to leave the business in order to relocate to a different geographic area	1 2 3 4 5 6 7 8 9 10
A divorce, family issue or personal challenge that prompts the need to sell	1 2 3 4 5 6 7 8 9 10
Financial pressures or the need to make more money than the business can provide	1 2 3 4 5 6 7 8 9 10
A health challenge	1 2 3 4 5 6 7 8 9 10
A new opportunity you'd like to pursue	1 2 3 4 5 6 7 8 9 10
Partner conflicts or other internal business issues	1 2 3 4 5 6 7 8 9 10
Desire to free up money harvesting the value of the business through a sale	1 2 3 4 5 6 7 8 9 10
Other (Describe)	1 2 3 4 5 6 7 8 9 10
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