

Transition Readiness Self-evaluation

	NO	YES
1. Business Stability		
▶ consistent year to year revenue growth	Red	Green
▶ reasonable profit		
2. Cash flow/income stream		
▶ continuing income while away from work	Red	Green
▶ reasonable return on shareholder investment		
3. Bench strength		
▶ managers now employed that may be able to lead	Red	Green
▶ no. of people you trust in leadership		
4. Time away from work		
▶ no. years with vacation of 2 weeks or more	Yellow	Yellow
▶ no. of consecutive days away from work last year		
5. New ideas/energy to create		
▶ no. of new products/services in past 10 years	Yellow	Yellow
▶ last 10 years new business/division/partnerships		
6. Whole life balance/health stable long term		
▶ regular family or friend time each day and week	Yellow	Yellow
▶ balanced exercise, weight, diet, chemicals		
7. Giving back/outside interests beyond business		
▶ contribute significant money to charitable cause	Yellow	Yellow
▶ give significant personal time and energy		
8. Accountability/sounding board/advisors		
▶ board of directors or advisors	Yellow	Yellow
▶ peer-to-peer CEO/owners group		
9. Exit plan/succession/sale of the business		
▶ estate plan with will and trust	Yellow	Yellow
▶ written plan for succession		
10. Financial peace/liquidity/diversification		
▶ % of net worth tied up in your business	Yellow	Yellow
▶ % of net worth that is illiquid > 6 months		