



BUSINESS OWNER EXODUS

Within the next 10 years, there will be a massive transfer of business assets.

72% of owners intend to exit their business.

A transfer of assets potentially worth over

\$1.5 TRILLION



WHAT'S THE PLAN?

The vast majority of business owners DO NOT have a formal written succession plan.

ALL IN THE FAMILY

Many business owners intend to pass on their business to family members.

25%
Selling to family

21%

Transferring to family





only 8 % formal written plan

41% informal plan

51%

no succession plan

The major barriers to succession planning

56%

Finding a buyer/ suitable successor

31%
Knowing where to start with developing a plan

48%

Valuing the business

40%

Ongoing dependence on the owner's active involvement

Financing the successor

