

what's your exit strategy?



There are seven common business exit strategies. What is the right one for you?



merger or acquisition

Common with business owners. Can set your own terms and have control over price negotiations.

sell to partner or investor

If you are not the sole business owner, this strategy entails selling your stake in the business to someone known and trusted.



family succession

Keep the business in the family. Requires honest and open family discussions, especially if there are multiple dependants.

initial public offering (IPO)

Selling shares as stock to public shareholders. Potentially more lucrative but very challenging.



management/employee buyout

Selling to existing management can provide a straightforward and seamless transition out of the business. Employee ownership trusts also a potential option.

liquidation

For a business in a declining market, liquidating assets and closing the business might be the best option.



bankruptcy

This is the last option but one that sadly, some businesses might have to consider. It will unburden you of the debts but will impact your credit rating.

