

REFLECTION QUESTIONS CHAPTER 11

- == How can you structure more meetings like workshops to be more efficient and decisive?
- == Do you agree with the prioritization process in the chapter? Protect before strategy. Strategy before efficiency. Efficiency before growth. And do you agree culture is realized as you move through the process?
- == How involved are your key employees and family members in establishing your personal, financial, and business priorities today? What three actions can you take in the next 90 days to improve their participation?
- == Have you completed in the last two years, or do you have underway presently, a formal pre-transition value enhancement/preliminary due diligence project to de-risk your business, maximize its value, and minimize taxes upon transition? If not, why not?