

## REFLECTION QUESTIONS CHAPTER 3

- == How much do you agree with the following statement: Having a transition strategy is important for my future as well as the future of my business? 99% of business owners at least somewhat agree with this statement. Over 60% strongly agree. Yet 78% have no formal transition team, 83% don't have a written plan, and almost half indicate they have not even thought about it.
- == Go back and review the reasons why business owners don't do exit planning. Which of these reasons resonate with you, and what actions can you take in the next 90 days to address them?
- == Considering the value of your financial assets outside your business today, would you be able to sustain your lifestyle without the income from your business?
- == Does your management think like owners or employees? Do they demonstrate right-brain or left-brain tendencies?