

PERFORMANCE  
STRATEGIES  
AND GROWTH  
PLANNING FOR  
SMALL TO MEDIUM  
ENTERPRISES

- ▶ Business Advice
- ▶ Business Coaching and Mentoring
- ▶ Information Sessions and Seminars

**MORGAN ▲ REYNOLDS**  
BUSINESS ADVISORS AND COACHES

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# SECURE YOUR BUSINESS FUTURE



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# SUCCESSION PLANNING

- ▶ Are you a small business owner or primary producer?
- ▶ Do you care about your family's current and future quality of life?
- ▶ Have you prepared for the future of your business and employees when you leave it?
- ▶ Can you continue operating if disaster strikes you or your business before you leave?

## WHAT IS IT?

- ▶ Long-term strategy for you and your business to:
  - ▶ prepare for when you decide to move away from the business
  - ▶ increase long-term performance and profitability
  - ▶ build maximum asset value
  - ▶ increase attractiveness of the business for future sale

## HOW CAN MORGAN REYNOLDS HELP YOU?

- ▶ Create plans to improve long-term business efficiency and performance
- ▶ Formulate plans and structures for maximum tax benefit
- ▶ Liaise between you and your chosen beneficiaries or purchasers
- ▶ Show you ways to monitor and increase plan effectiveness
- ▶ Provide methods for eliminating poor performance and inefficiencies

## WE WORK WITH YOU TO:

- ▶ Define long-term business and retirement goals and values
- ▶ Review viable options for your departure from the business
- ▶ Identify achievable departure dates and sales values required
- ▶ Develop long-term plans to realise your business and retirement goals
- ▶ Identify risks to your plans and develop strategies for overcoming them
- ▶ Co-ordinate and manage dealings between involved parties to achieve consistent goals and avoid disputes
- ▶ Develop structures and systems for uninterrupted business operations