

## The “Big 10” Questions

1. What does it mean to “Exit Strategically?”
2. Isn’t this something I can do by myself?
3. What must I do to Control the “When,” the “Who” and the “How much?”
4. What’s the difference between what I want and what the market thinks I’m worth?
5. What possibility is there of placing too small of a value on my company? Or too large?
6. What emotional and psychological challenges will I face?
7. Why must I think of this as a Life-changing event?
8. How will the sale of my company be affected by taxes?
9. Why are you concerned about my future after the sale?
10. How will this affect my family?

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*[www.exitstrategically.com](http://www.exitstrategically.com)*