

**Practice Advancement Program**

Succession: Practice Readiness Execution Workshop

**Course Description**

Selling a business is more than just finding a buyer—it requires careful preparation to maximize value and ensure a smooth transition. This workshop helps business owners evaluate their readiness for sale by identifying key areas to strengthen and increase business value.

Syllabus

Session One – Reviewing Foundational Concepts

* The Difference Between Succession vs Exit Planning
* Reviewing Areas of Practice Readiness for Succession
* Reviewing Areas of Owner Readiness for Succession

Session Two – Assessing Practice Readiness for Succession

* 7 Ideals Readiness
* Internal Value Driver Readiness
* Financial Readiness
* Operational Readiness
* Cultural Readiness
* Transferrable Value Readiness
* Owner and Stakeholder Readiness

Session Three – Defining the Goals and Filling the GAPS

* Analyze and Understand the GAPS
* How can you fill the GAPS that surfaced in the Readiness Assessments
* Discuss and Document Resources, Obstacles and Actions to aid in the strategy process

Session Four – Strategy Planning

* Creating a Readiness Strategy Framework

\*PREREQUISITES: This workshop is available to Advantage and Premium members who have completed the 7-week Succession and Exit Strategies Part 1 Course.