

## Local Expertise

ACSBE strongly believes in local community capacity building. We know it's important to involve local experts in our programming, as these are the individuals and organizations that will provide ongoing assistance to those of you who have succession needs.

This includes business counsellors, lawyers, accountants, bankers and financial planners to help establish relationships to support the delivery of the program.

ACSBE will coordinate and provide direction and necessary topics to ensure consistency and quality control.

Visit [www.acsbe.com](http://www.acsbe.com) to learn more.

## Program Delivery

- Delivery of **Beyond Your Business** includes one full-day workshop, three webinars, and a wrap-up session
- BONUS: Also included is the "Succession Planning Toolkit" a \$30 value.

*Invest in your future*  
\$79 + HST  
(lunch included)



Monday June 21, 9:00am – 3:00pm  
Loyalist Lakeview Hotel & Resort  
195 Harbour Drive,  
Summerside, PEI

For more information or to register online:  
[www.acsbe.com](http://www.acsbe.com) or contact  
[acsbe@acadiau.ca](mailto:acsbe@acadiau.ca) or 1-877-232-2723

# BEYOND YOUR BUSINESS

Step-by-Step Succession Planning

Acadia University  
Box 142  
Wolfville, NS  
B4P 2R6

ACSBE Resource Centre  
Bridgewater, NS  
ACSBE Job Depot  
Hubbards, NS

Toll Free: 1-877-232-2723  
Tel: 902-543-1067  
Fax: 902-543-7042  
[acsbe@acadiau.ca](mailto:acsbe@acadiau.ca)  
[www.acsbe.com](http://www.acsbe.com)



## Are You Ready?

*More than 40% of business owners plan to leave their businesses in the next five years and yet, over 60% do not have a formal exit strategy.*

## What The Future Holds

As difficult as it may be, it's important for you to picture the day when you will no longer be in charge of your business.

Succession Planning goes beyond choosing successors and financial, legal and tax implications. It takes into consideration how family, employees, customers, and the owners are affected.

Without a proper transition plan, the opportunity to optimize the value of your business and consider all other implications are lost.

Planning should start at least 5 years ahead of time, preferably 10. Putting a plan in place doesn't mean you must exit or sell your business the next day, but advance preparation is the key to a successful transition.

## Are You Aware?

- Only one percent of family-owned businesses in North America reach a third generation with family members running them.
- 30 percent of all family-owned businesses have not considered a successor, and only 63 percent have done so by the time the owner has reached age 65.
- More than 58 percent of small-business owners identify inadequate succession planning as the biggest threat facing their business.



## Going 'Beyond Your Business'

Developed specifically with the small business owner in mind, this program will provide you with the knowledge, skills, tools and resources needed to effectively manage your succession planning, allowing you to adapt to the ever changing business environment and deal with transition and opportunities you will inevitably face.

## What You Will Learn

- How to prepare or 'package' your business for a profitable and seamless change of ownership.
- Where to find people interested in purchasing or taking ownership of your business, including employees.
- How to effectively pass your business on to family members.
- Strategies for reducing the tax burden of selling or passing on your business.
- How to ease yourself away from your business and get the most out of your post-business life while leaving a powerful legacy behind.
- The relationship between selling your business and personal financial planning.

Vist our [www.acsbe.com](http://www.acsbe.com) to review the topics covered in this program.

## What makes this program different from other succession programs?

### It's the ACSBE difference!

As a not-for-profit our focus is the support and development of entrepreneurs – it's what we've been doing for over 20 years in Atlantic Canada. We understand your needs and your challenges, and we know how important it is for you to maximize your investment of time and money.

Guided by ACSBE's Decision Making Cycle, we offer participants an engaging, interactive experience in a friendly, comfortable environment.

To enhance our workshops, we enlist the help of local professionals including accountants, lawyers and financial planners to compliment our team of dynamic facilitators.

Professional advisors say it is never too early to start planning and the failure to do so contributes to an unsuccessful succession.