

# PLANNING TO EXIT YOUR BUSINESS?

## STARTING WITH THE END IN MIND

When launching a business, owners often spend significant time planning funding, marketing, staffing and growth strategies. However, far fewer give serious thought to how they will eventually leave the business. In reality, planning for a business exit is just as important as planning for a start-up, because the decisions made today can have a major impact on future value, tax exposure and long-term security.

## BUILDING A BUSINESS WITH LONG TERM VALUE

A well-planned exit strategy can help create a stronger and more valuable business. Buyers and investors are generally attracted to businesses that are financially stable, well organised and capable of operating without relying entirely on the owner. By planning ahead, business owners can improve systems, strengthen management teams and develop reliable income streams, all of which may increase the attractiveness and value of the business.

Even where a sale is not planned, a business that is structured with succession in mind often performs more effectively on a day-to-day basis.

## REDUCING TAX AND FINANCIAL RISKS

Exit planning is not simply about deciding when to retire or sell. It also involves reviewing the tax and financial implications well in advance. The timing and structure of a business transfer can significantly affect the amount of tax payable.

Areas such as Business Asset Disposal Relief, inheritance tax planning, pension provision and share restructuring may all need careful consideration. Leaving these matters until the final stages of an exit can result in missed planning opportunities and unnecessary costs.

## PREPARING FOR THE UNEXPECTED

Not every business exit happens by choice or according to plan. Ill health, economic pressures or personal circumstances can sometimes force owners to step back earlier than expected. Having a clear succession or exit strategy in place can provide reassurance and help avoid rushed decisions during difficult periods.

## SEEKING PROFESSIONAL ADVICE

Whether you intend to sell your business, pass it to family members or gradually reduce your involvement over time, early planning can make a significant difference to both the outcome and the value achieved.



## WE CAN HELP

If you would like advice on preparing your business for a future exit, succession planning or reviewing the potential tax implications, please contact us on **01753 888 211** or email **info@nhllp.com**. Early planning today could help protect the value you have spent years building.