

Succession Planning and Value Creation Readiness Survey

The following 8 questions will take less than 1.5 minutes to complete. Your answers will be treated with complete confidentiality - and we are not seeking to obtain, or for you to disclose to us, any personal or intellectual property.

The questions are being asked in an effort to facilitate your thought in regard to your business' future, and your associated possible investment realisation.

Despite E34 Consulting's reputation in unlocking significant value for its clients, we can guarantee that we will not utilise the completion of this survey to market E34's services to you. However, we are happy for you to contact us if you would like to discuss ways in which E34 may potentially add value to your business.

E34 will utilise the results from this survey to determine the general readiness of business owners to succession planning and value creation.

1. Do you have a process to formally analyse and plan your business' succession?

- Yes
- No

Comments

2. Is your objective to one-day exit the current owners from your business?

- Yes
- No

Comments

3. Do you have interests or passions in your life other than your business?

- Yes
- No

Comments

4. If you didn't operationally run your business, what would you do with your time? (e.g. play sport / exercise, spend more time with family and friends, consult, take up a directorship(s), art, charity work, travel, shop, start up another business, etc)

5. Have you considered and determined the current value of your business?

- Yes
- No

Comments

6. Have you established a formal business improvement implementation plan that is aimed at increasing the value of your business?

- Yes
- No

Other (please specify)

7. If yes to 6 above, does the plan cover:

- Business plans and environment**
- Structure**
- Financial position and control**
- Back office processes**
- Business sustainability**
- Business growth opportunities**

- Yes
- No
- Not applicable (no plan exists)

Comments

8. If your objective is to one-day exit the current owners from your business, do you think your business possesses the skills and expertise to:
- Maximise value
 - Minimise execution risk
 - Maximise cleanliness of exit
 - Minimise disruption to the business
 - Maximise certainty of outcome
 - Position the company and its staff for continued growth and development

- Yes
- No

Comments

If you answered YES to all of the above questions, you should be well on your way to living the life that you want.

If however you answered NO to any of the above questions, it may be time to give some of these issues some further thought?

Thank you for taking the time to complete this survey.