

How to Use your Business Exit Intelligence™ for Smarter Business Exits

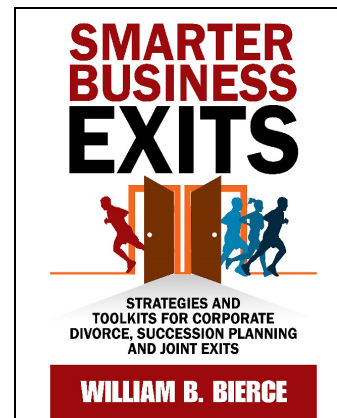
Smarter Business Exits: Strategies and Toolkits for Corporate Divorce, Succession Planning and Joint Exits

by William B. Bierce

292 pages; business life cycle analysis,
case studies, tips, self-assessments

Paperback: \$19.99; E-Book: \$0.99

See <https://smarterbusinessexits.com>



Does your organizational design generate enterprise value ready to harvest? The Business Exit Intelligence™ (BEI) methodology accelerates the transformation of your company from one plagued by chronic vulnerability, ambiguity, confusion and conflict into one with vision, adaptability and clarity, and finally into a well-designed exit-ready target for strategic buyers, financial buyers and managers seeking to buy you out.

To **optimize and focus** on building and unlocking wealth in your privately owned company, the BEI methodology integrates insights from organizational design, psychology, knowledge management, corporate and employment law, enterprise and family governance, risk management and insurance, compliance, accounting and valuation principles, taxation, alternative dispute resolution, intergenerational wealth planning and asset protection techniques.

Those who have **benefited** include company founders, “friends and family” investors, business angels, venture capitalists, managers, employees, lenders, potential acquirers, and family members in family businesses. The book also provides insights and reminders for professionals including attorneys (whether for business, litigation or wealth planning), accountants, appraisers,

Bill Bierce is recognized worldwide as a thought leader and innovator in business process and technology management, global sourcing strategies and business lifecycle management.

Softcover: Available from Amazon. ISBN paperback 978-1-943386-78-9; e-book 978-1-943386-77-2

Experts agree:

“Bill Bierce, a recognized authority on exit events, walks you through the process of preparing your business for split, sale or inheritance and offers the best advice I’ve seen on the market. Highly recommended!” Tom Fedro, Co-founder, Paragon Software Corp.

“Bierce takes you through a step-by-step process of ‘exit excellence’ to help you minimize and mitigate any corporate divorce—no matter how complex. I’m supremely grateful for this book and Bierce’s guidance.” Tony White, Chairman, enChoice

industrial psychologists, registered investment advisors, investment bankers and private equity managers.

SMARTER BUSINESS EXITS delivers practical information in a clear and innovative format. It contains a minimum of business jargon. Key points are clearly identified in case studies, tips and self-assessment questionnaires. Each chapter contains its own self-contained module. It’s designed for you to savor with a detailed map of background, rules, conflicts, resolution and planning strategies.

SMARTER BUSINESS EXITS is ideal for:

- **training** of business owners in wealth protection and liquidity strategies
- raising **awareness** of owners, advisors, family members and managers
- designing and **managing** corrective interventions
- facilitating **strategy** and planning in and out of the boardroom
- use in **trouble-shooting** and reference guide

Business Exit Intelligence is best adopted not just before sale or buyout, but across the entire enterprise lifecycle. The BEI helps you avoid pitfalls before new market conditions, your health or age or a crisis forces you to exit, whether individual or joint with other owners.



“By identifying classic solutions to foreseeable scenarios, Smarter Business Exits helps you plan, adapt, renew, transform and restructure for exits at different stages of your business’s lifecycle. It takes you from business pre-nup to sale, with crucial lessons at different crossroads that might arise from poor business judgment, gaps in leadership or emotional intelligence, personal differences, mismanagement, misconduct or violation of legal rights. I’m sleeping well at night now, knowing that I and my business partners are prepared “for our eventual liquidity.” Mark Nurredine, CEO, Bull Outdoors Products, best-selling author, “Pocket Mentor”

“I cannot imagine where my co-owners and I would be today without this book. I highly recommend Smarter Business Exits.” Chris Catranis, CEO, Babylon Technologies and best-selling author of “Disruptive Leadership”

“I’ve been in business for 29 years and I wish I had read this book earlier!” Kathy Stack, CEO, Grafx Design and Digital

“If you’ve wondered just how to ensure that everyone is on the same page during business exits, then this book is for you.” Don Zervitz, President, Pro Clean.

Get free downloads of e-books on pre-exit restructuring and on exiting an international business.
<https://smarterbusinessexits.com>

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