



Exit Readiness Checklist

01

Financial Readiness

- ☐ Financial statements are audited and up-to-date
- ☐ Revenue growth is consistent and documented
- ☐ Profit margins are healthy and improving
- ☐ Cash flow is positive and predictable
- ☐ Financial systems and controls are robust
- ☐ Tax compliance is current with no outstanding issues
- ☐ Working capital requirements are well-managed
- ☐ Key financial metrics show strong performance

02

Operational Readiness

- ☐ Business operations can run without owner involvement
- ☐ Key processes are documented and systematized
- ☐ Management team is experienced and capable
- ☐ Customer base is diversified with no over-reliance
- ☐ Supplier relationships are stable and documented
- ☐ Technology systems are modern and scalable
- ☐ Quality control and compliance systems are in place
- ☐ Growth potential is clearly demonstrated

03

Legal & Compliance

- ☐ All legal structures and registrations are current
- ☐ Material contracts are documented and transferable
- ☐ Intellectual property is protected and documented
- ☐ Employment agreements are compliant and current
- ☐ No pending litigation or regulatory issues
- ☐ Insurance coverage is adequate and current
- ☐ Environmental and safety compliance is verified
- ☐ Data privacy and security measures are robust

- ☐ Market position is strong with clear competitive advantages
- ☐ Brand recognition and reputation are well-established
- ☐ Customer satisfaction and retention rates are high
- ☐ Market trends support continued growth
- ☐ Strategic partnerships enhance market position
- ☐ Innovation pipeline supports future competitiveness

Scoring Guide

Count your checked boxes and assess your readiness:

- 25-30 boxes: Excellent - Your business is exit-ready
- 20-24 boxes: Good - Minor improvements needed
- 15-19 boxes: Fair - Significant preparation required
- Below 15: Poor - Extensive work needed before exit