

Business Plans...Life Plans... Do they reconcile?



With 2010 nearly behind us and 2011 directly before us, the following are some thoughts to consider heading into another new year. As a business owner, your 2011 business plans are very likely in the "binder" ready for execution, along with the action plans supporting your strategic objectives for the new year and beyond. Business models and strategies have been altered to adapt to the ever changing conditions in the market place. Nearly all businesses have found it necessary to evaluate margins, distribution channels, non-value added activities, lean objectives, amongst other analyses, to effectively plan and compete in this new economic climate. Indeed, the finest planning efforts and execution of these strategic plans in today's competitive environment are essential for success.



The same could be said for business owners personally. While the responsibilities of owning a business are significant, the **importance of planning personally** for the transition out of owning a business is also very necessary. As an owner, you have goals with regard to lifestyle, philanthropy, and perhaps staying engaged in the business in a consultant role after the business is sold. For others the opposite may be true. In either circumstance, it is important to **reconcile your plans and objectives of the business together with your goals and objectives personally**. Many owners find themselves in a bind for failing to do this well prior to their exit from the business. It has been said, "Failing to plan is planning to fail." NuVescor has confidentially assisted many business owners throughout the country and West Michigan to reconcile these two independent, yet closely associated realities. We can help you understand what is generally expected in the sale of a business from the different category types of buyers. Strategic, financial, private equity and synergistic buyers generally take different approaches to acquiring a business. NuVescor, well in advance of any proposed sale, can help you identify the issues that may positively or negatively impact the transaction. Approaching the transition from both a personal and business perspective allows you to maximize your quality of life along with maximizing the value of your business.



NuVescor has proven expertise in many industries. NuVescor expertly serves middle market clients with sales ranging from \$5 to \$500 million. Founded on the core principles of **Integrity, Confidentiality and Trust**, NuVescor is committed to excellence in mergers and acquisitions. Please contact NuVescor for more information or a complimentary exit planning strategy consultation, in which we will share best strategies and practices to help you accomplish your lifetime goals and objectives.

All of us at NuVescor would like to wish you a

Merry Christmas and a Prosperous New Year!

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