



The Exit Readiness Checklist

Is Your Business Truly Built to Sell - Or Just Built Around You?

Most Owners Don't Have an Exit Strategy

They have an exit event - usually triggered by burnout, boredom, or a buyer showing up out of the blue. This checklist is designed to help you flip that script. It's not about planning your exit tomorrow. It's about building a business that can thrive without you - so you can exit on **your terms**, when you're ready.

Key Areas to Review

1. Owner Dependency

- Can your team operate without you for a week?
- Who holds the key relationships - your business or you?

2. Financial Clarity

- Do you know your actual profitability, not just your top-line revenue?
- Have you separated personal spending from business operations?

3. Systems & Processes

- Are your operations written down or stuck in your head?
- Could someone new step in and follow your playbook?

4. Customer & Revenue Diversity

- Are you overly reliant on one client, vendor, or employee?
- Could losing one relationship take the whole thing down?

5. Personal Goals & Lifestyle Fit

- What's your number? How confident are you in it?
- Do you want to sell, scale, or slowly step back?



Here's the Truth

If you're not building toward an **exit**, you're building toward a **dead end**.

The earlier you align your business with your future, the more options you have - whether that means a clean sale, a second-in-command takeover, or simply stepping into a new season of life with clarity and control.

If you don't know where to start, I can help
Call (406) 241-9658 today to start your journey



Dave Liegakos, Small Business Guide