

# Whose turn is it to Tell Grandpa He Doesn't Work Here Any More?



RICHARD J BRYAN







# Discussion



# What's Your Plan?



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# Gradual Process



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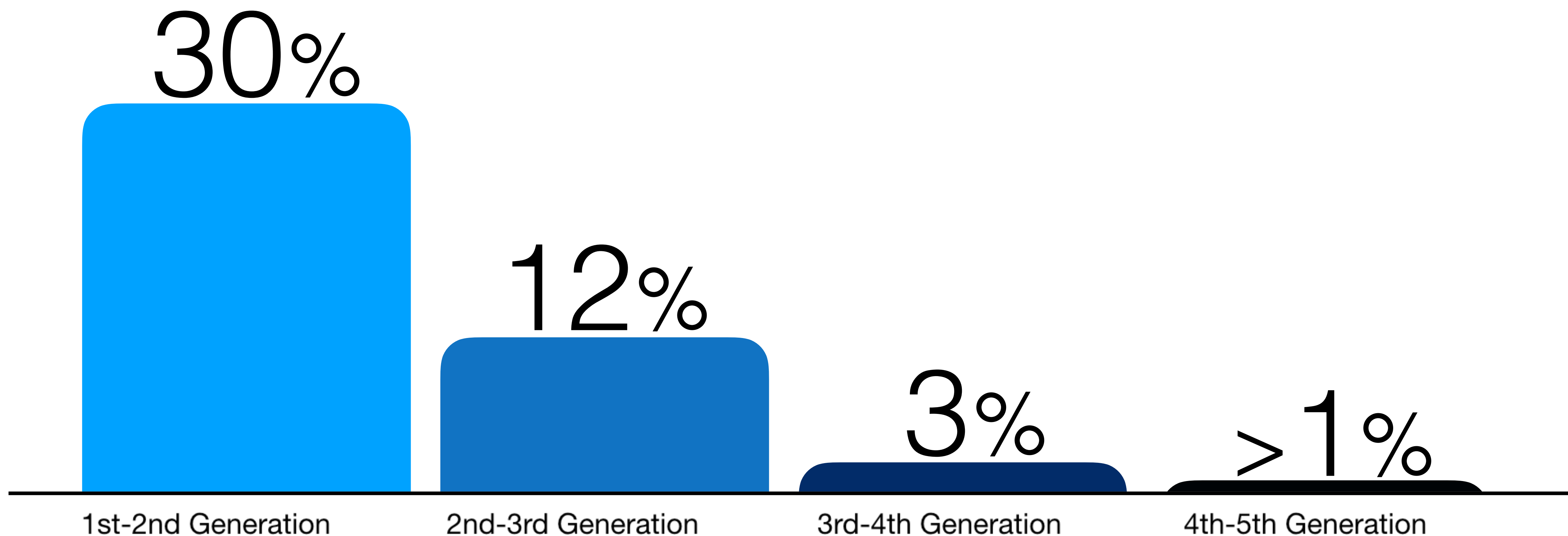
# “A-Player” Advisors



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# FOB Succession Stats:





# Discussion

# Know Your Goal



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# Which One is Right for You?

1

Sell to  
a Partner or  
Management  
Team

2

Transition  
to a  
Family  
Member

3

Sell to  
an Investor  
*(Private Equity)*

4

Sell to an  
Industry  
Buyer  
*(Trade Sale)*

What's Your ONE THING?







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KEYNOTE SPEAKER & AUTHOR  
LEADERSHIP AND  
SUCCESSION PLANNING

VISION • DRIVE • LEGACY™

# Thank You

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