

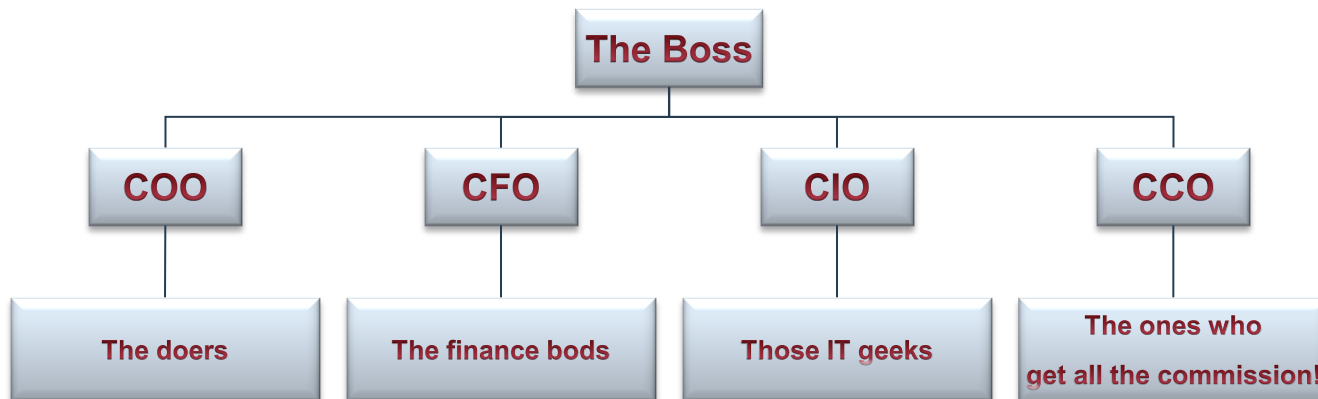
leading your way, out of your business

it is not about a change of label ...



*"I realised I needed to manage my exit
and I needed a team to do this"*

.. it is not about structure and process ...



... leading your business ...

Where we're going

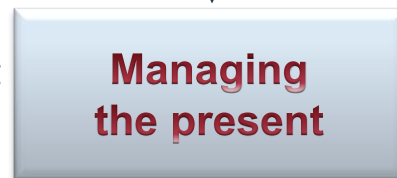
Strategy and business development, renewal and succession

If absent:

- Short-termism
- Unlikely to achieve full potential
- Lack of direction



**Creating
the future**



**Managing
the present**



**Nurturing
identity**

Who we are

Purpose, values, behaviour, policy, standards and brand etc

If absent:

- Lack of passion
- Displaced energy
- Inappropriate behaviours

What we do

Allocation and management of resources, optimising performance

If absent:

- Great ideas no action!
- Lack of available resources to implement
- Disappointed investors

... and managing your succession...

...preferably with a smooth transition...



entrepreneur as leader - questions

- What does exit mean to you?
- What legacy are you trying to create?
- What role does your business require you to play (now and when you exit)?
- What is the real value that you can add to the business?
- What do you need to do differently to perform this role?
- Who are your potential successors?
- What are you doing to develop them further?
- How will you manage the transition?