



## Succession and Transition Overview

Our Succession and Transition Program, provides business owners, current and future, an effective method of transitioning business ownership.

The Program focuses on achieving three key outcomes:

1. To provide the exiting owners an effective sell down of equity taking into account timing, price and life style considerations
2. To provide new owners the opportunity to buy in to the business on a structured basis that minimises their risks and maximises their opportunities
3. Ensuring that the business transitions to its next phase in an seamless fashion

Our Succession and Transition Program can be used for businesses with single or multiple owners. The Program has proven successful with many businesses across a range of industries.

The program typically follows a structured staged process which includes:

### Owners Strategy

Current owners have assessed their position and agreed that their chosen succession strategy is to transition ownership to others – usually staff or family or a combination of both.

### Education and Awareness

It is important for all parties involved to understand what is involved in transitioning ownership. This stage of the process includes an overview of owner's vision, details on the process, likely timelines and the involvement required from current and future owners. In many cases this is the first time owners have shared financial and other information on the business.

### Alignment

If business partners are unable to achieve alignment, the likelihood of success is very low. This stage in the process provides future owners the opportunity to:

- Assess the business
- Understand how business ownership will impact their personal and family life
- Assess their financial position
- Consider their estate planning needs

Multi owner businesses greatly benefit from considering these issues in a team workshop

#### Australia

Toll Free 1300 552 577  
Email [bstar@bstar.com.au](mailto:bstar@bstar.com.au)

#### New Zealand

Toll Free 0508 278 276  
Email [bstar@bstar.co.nz](mailto:bstar@bstar.co.nz)

#### Canada

Toll Free 855 722 7827  
Email [bstar@bstar.ca](mailto:bstar@bstar.ca)

#### United Kingdom

Phone (+44) 0845 609 1696  
Email [bstar@bstar.uk.com](mailto:bstar@bstar.uk.com)

#### Singapore

Phone (+65) 6809 5240  
Email [bstar@bstar.sg](mailto:bstar@bstar.sg)