



Business Transition Planning: A Team Approach

Over the years, you have worked hard and made sacrifices to build your business, and you have watched as your company became more and more successful. What you have accomplished is not easy. Transitioning out of your business can be even harder.

You want to know that your business will continue to grow even when you are no longer involved in day to day management. You want to know that you will have sufficient income to meet your retirement needs. How do you achieve these goals?

Establishing a business transition plan is the first step to securing the future of your business. But you cannot do it alone. A successful business transition plan requires a team of experts who understand your needs and the needs of your business. You need a team who will guide through the sometimes complex transition process and keep your objectives front of mind. At CIBC Wood Gundy, we will work with you and a team of experts to lay the groundwork for the successful transition of your business.

The CIBC Team

CIBC Investment Advisor

Your business transition plan starts with your CIBC Wood Gundy Investment Advisor. From guiding you through the business transition planning process and helping you keep your plan on track, to providing you with investment solutions and financial planning, your Investment Advisor will play an important role in the transition of your business.

Your Investment Advisor has access to a vast resource of experts and will manage each step of your business transition plan to ensure your objectives are being met.

CIBC Wood Gundy Estate Planning Specialist (Financial Security Advisor in Quebec)

Estate Planning Specialists at CIBC Wood Gundy are well-versed in all relevant areas of estate and tax planning and will work with you and your Investment Advisor to develop tax-efficient solutions for you and your business. An Estate Planning Specialist provides the expertise you need to implement a plan that protects your wealth and the future of your business.

CIBC Business Advisor / CIBC Commercial Banking Advisor

Experts in financing your business, cash management and management of employee resources, a CIBC Business Advisor or Commercial Banking Advisor can help you finance your business transition plan, assess the impact of the plan on your business debt and provide you with effective management solutions.

Network of Professionals

Accountant

- Develops financial statements
- Provides advice for business restructuring
- Provides taxation advice
- Assesses business value
- Assists in estate planning

Family Members

- Provide their individual perspective on the business and their desired future role in the management of the company
- Support family interests



Management Team

- Manages ongoing operation of the business
- Provides operational advice and expertise for new owners
- Needs to “buy-in” to successfully execute business plans
- Enables business continuity

Business Valuator

- Estimates fair market value of the business
- Provides advice and suggestions on how to maximize business value
- Provides credibility to asking price

Business Broker

- Finds a buyer
- Provides insights on enhancing business value
- Provides market insights

Family Business Mediator

- Facilitates family councils
- Examines family values
- Clarifies boundaries and goals
- Provides mediation for family dispute