

# What is Your **Plan?**

Do you have an exit or succession plan for your business? Even if it is years down the road, the time to start planning is **NOW**.

Did you know that 75% of business owners regret their decision to exit after just one year? As your trusted human capital team, we saw a gap in the horticulture industry where business owners were not receiving holistic succession and exit planning advice. This ultimately left many business owners feeling regretful and sometimes in crisis when a tragedy hit. That is why BEST Human Capital & Advisory Group has partnered with PivotPoint Business Solutions to create a team of Certified Exit Planning Advisors (CEPA®) and Certified Value Builders™, so *your transition is not left up to chance*.



**PivotPoint**  
Business Solutions

## Our **Method**

Using our **Value Acceleration Methodology**— Discover, Prepare, and Decide— we evaluate your personal and financial readiness, as well as that of the business. Our advisors also conduct a baseline business valuation to give you a sense of what a buyer may be willing to pay for your business if you sold it today. Often, the current business value is less than expected. This makes our next step critical.

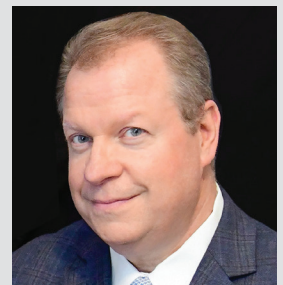
Our advisors evaluate your business based on the eight key drivers of growth. We highlight business improvements and create a growth plan focused on getting you the best possible price for your business when you are ready to sell.

You can be assured our PivotPoint team will work seamlessly with your team ON the business to prepare you and your company for your inevitable transition, without regrets.

## Start **NOW**

On average 80-90% of a business owner's net worth is tied up in their business. Don't wait to increase value and protect your most valuable asset. Start building value now so you can have a profitable and smooth transition, whether it's by choice or by chance.

### Our Advisors



**Chris Cimaglio**

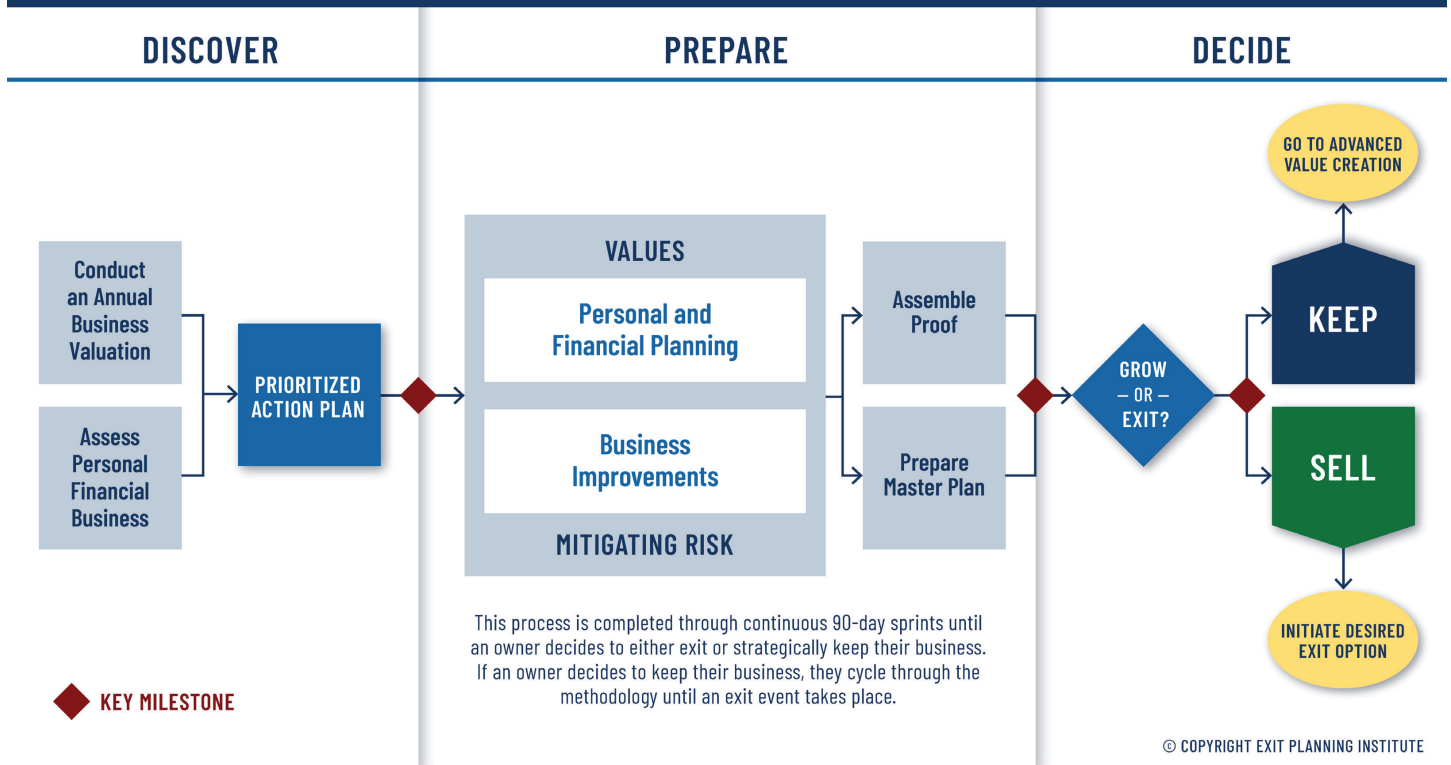
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Providing business leaders, owners, and their advisors, with a practical and organized approach to preparing you for the transition of your life.

## Are You Ready?

We are from the horticultural industry and we know your challenges.

Contact Chris Cimaglio or Larry Turow for a free assessment and consultation and let us coach you and lead your professional team through a collaborative process focused on building value and supporting and accomplishing your objectives.



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[www.pivotpointbizsolutions.com/horticulture](http://www.pivotpointbizsolutions.com/horticulture)