



BSP NAVIGATOR

The ultimate exit and succession system for
owners of small and medium sized businesses



Many business owners exit with no plan, no choices and often just a fraction of the wealth they could have attained through better planning of their succession or exit strategy.

BSP Navigator is a comprehensive plan for exit or succession that maps out and considers every aspect of your business in order to achieve your desired exit outcome.

It's about ensuring that as a business owner you will have the best chance of being rewarded for your years of owning and operating a business. The BSP Navigator system will create better opportunities for wealth creation and more lifestyle options but ultimately it's about maintaining control over how and when you leave and on what terms.

Take control of your future with BSP Advisory Group Navigator Exit and Succession System.

CLIENT NEEDS ANALYSIS

- **Business Goals**
Current vs. Potential
- **Pain Points**
Identify key concern areas
- **Priority Areas**
Prioritise areas to take action
- **Full in-depth business scan**
60-70-point questionnaire
Score Card
- **Report**
Recommendations/
Gap Analysis/Action Plan.

BUSINESS SUCCESS PROGRAMME

- **Create a Vision**
Develop a personal vision for the owners and a business vision for the business
- **Staff Involvement**
Get staff on board, enthused and proactively involved in the business vision creation
- **Strategy**
Develop a strategy that culminates with 20-30 objectives across - products and services / sales and marketing / systems and process / people and productivity / financial and reporting
- **KPI Targets**
Develop key monthly financial targets and key targets around performance drivers
- **Business Plan**
Develop practical business plan with Master Plan Lean
- **Implementation Plan**
Implement plan to improve performance and value.

EXIT AND SUCCESSION PROGRAMME

- **Business and Personal Exit Goals**
Ideal business value vs. current value, assets and personal income goals
- **Business Assessments**
Exit readiness / exit attractiveness evaluation
- **Personal Assessments**
Personal readiness / financial readiness evaluation
- **Scorecard**
How ready is the business for sale?
How ready are the owners to exit?
- **Valuation Range**
Estimated value of business
- **Personal Gap**
Understanding the gap between what you have and what you need to retire successfully
- **Report**
Full report on all of the above.

STRATEGY EXECUTION

- **Evaluate**
Fine tune goals from assessment reports
- **Develop Exit Road Map**
Personalised based on the needs of the business owners and the business
- **Strategy Execution**
Track completion and achievement of key milestones
- **Accelerate Value**
Complete implementation of all objectives.



NAVIGATOR

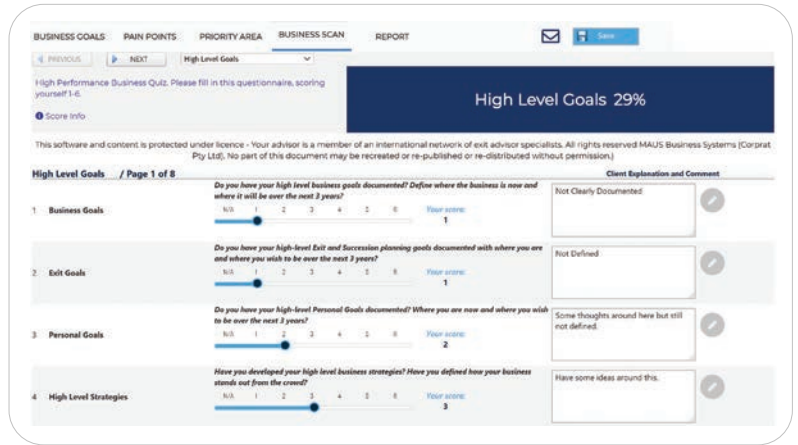
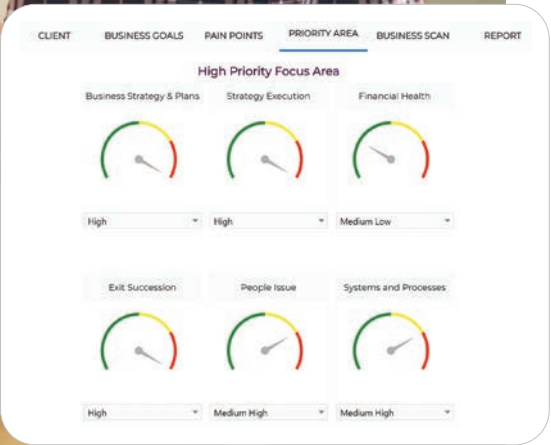


PHASE ONE

Client Needs Analysis

Using Maus Business Analysis Software we conduct an in-depth analysis of the business to determine the current vs. ideal performance. We then identify any pain points in the business, which helps us create a picture of where our short-term focus needs to be.

The final part of the analysis is an in-depth look at eight areas across the business using a high-performance business quiz. This will enable us to understand the improvements we can make to your business and therefore the value opportunity that can be realised.



PHASE TWO

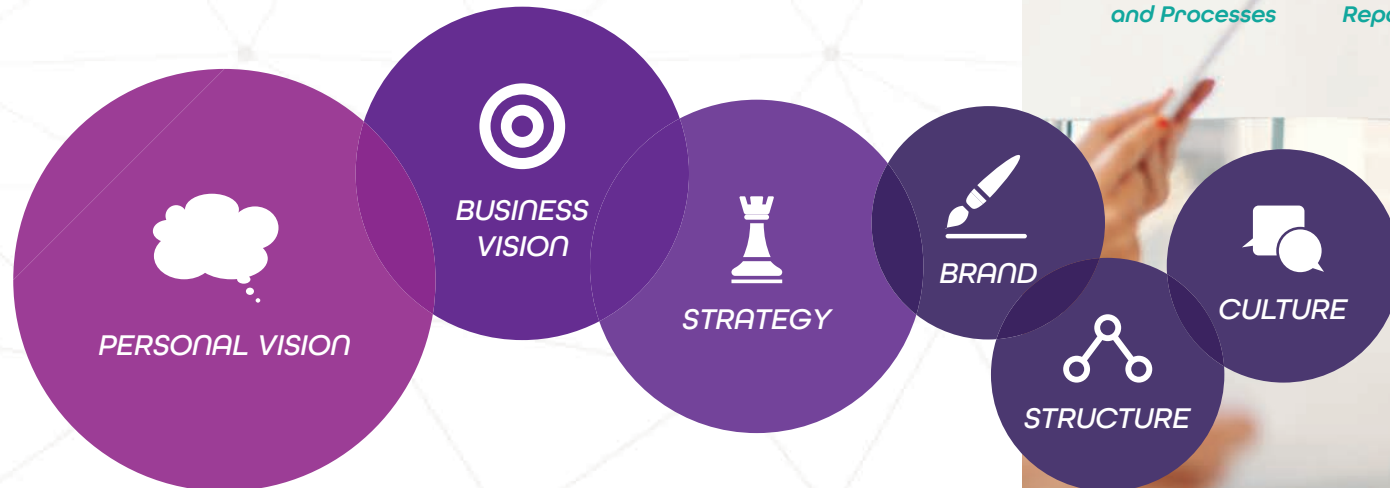
The Business Success Programme is the cornerstone of the BSP Navigator Exit and Succession Plan; a highly proven and effective training system aimed at improving performance and the value of your business by 30-50% plus. It follows the Business Success Model in creating a vision and strategy for the business, setting objectives, and developing an implementation plan.

Setting KPIs / targets and measuring against actual performance will help ensure the business is achieving its key milestones.

As part of the exit/succession strategy the BSP programme provides an immediate benefit for the business owners by improving the business performance and value as rapidly as possible.

This is a highly proven and effective system for maximising the performance of small and medium sized businesses.

Strategic Framework





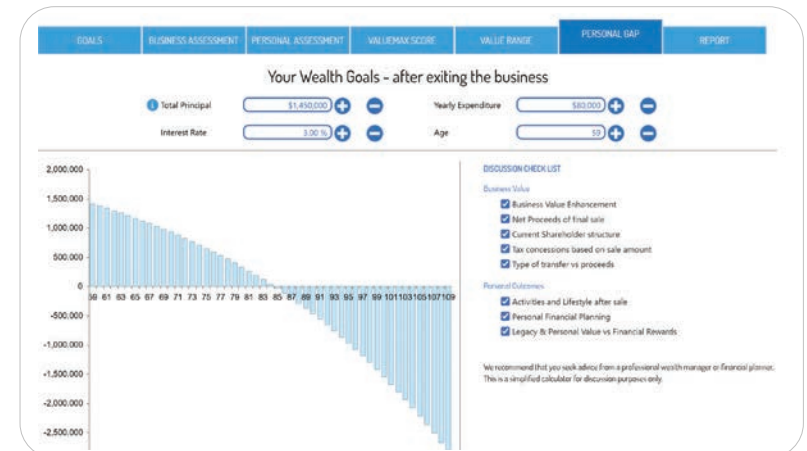
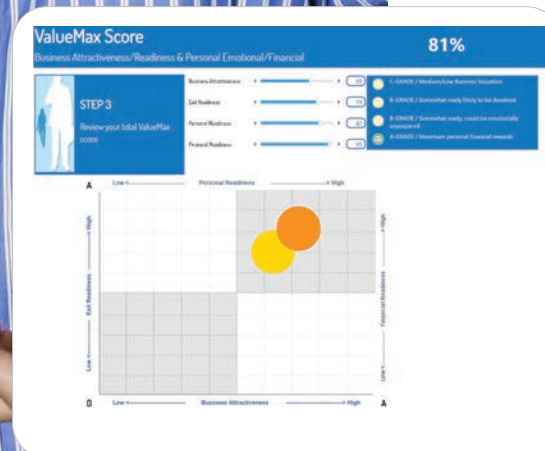
PHASE THREE

Exit and Succession Programme - Value Max

BSP Advisory Group uses the Maus Value Max Programme as a vital step in your Exit and Succession Strategy. Value Max will highlight how ready and attractive the business is for potential purchasers. It will also provide an estimation of a value range based on a comprehensive score card system.

Value Max will also analyse the business owners' emotional and financial readiness to exit the business.

One of the most comprehensive exit and succession tools available, Value Max is an integral part of the BSP Navigator Programme.



PHASE FOUR

Strategy Execution - The Rewards

Through identifying and implementing improvements, analysis of all areas of the business and fine tuning the key areas that will increase the business value, we reach the final stages of the Navigator programme.

With improvements to the business and also generally the owner's lifestyle, a number of options are now available to the business owners.

Whether you want to exit by selling to outside interests, exit to family or staff, or maybe reduce hours by passing on some of the business responsibilities, the key thing is you now are in a position where you have genuine options.

By this stage your business is worth more, it performs better, and you will have identified your own personal goals for the future. You are now ready to exit from the business and we can map out this final process with you.

**Business Owner
+ Advisor + Process
= Exit & Succession Results!**





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