

Arizona Business Center Rolls Out The ABC Exit Strategy Simulation™

By Robert Roth, Ph.D./Arizona Business Center

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Every business owner knows that having a good exit strategy is critical to success. Nonetheless, few owners have one. The ABC Exit Strategy Simulation™ makes developing an optimal exit strategy fast and easy and it is now available nationwide.

After one year of beta testing with privately owned Arizona businesses, the state-of-art ABC Exit Strategy Simulation™ is now available nationwide.

In announcing conclusion of beta testing and the national launch, ABC Managing Director, Robert Roth, Ph.D. stated “Just about every small business owner knows that having a good exit strategy is critical if they hope to eventually sell their business for a satisfying price. Nonetheless, very few owners know how to craft an optimal exit strategy or how to pursue it. We developed the ABC Exit Strategy Simulation™ as a fast and inexpensive solution and our beta testers have been excited over the results.”

The simulation involves a series of probing discussions and a financial analysis that runs “what if” scenarios for each of those discussions.

Simulation discussions center on three topics:

1. What is my business worth today?
 2. What do I want my business to be worth at a specific future point in time?
 3. How am I going to make my business worth what I want it to be worth?
- What are the business processes that I need to improve?
 - Exactly how will I improve each of those processes?
 - How much time will be required to make these process improvements?
 - How much money will be required to make these process improvements?
 - How much will each process improvement contribute to revenue and profit growth?
 - How much will each process improvement increase the potential selling price of my business at the end of each of the next five years?

As each of these questions is explored, the simulation weighs the impact of possible alternative decisions on the likely future value of the business. As the business owner identifies the best combination of process improvement alternatives the simulation provides them with a very specific exit strategy that includes:

1. One exit goal – how much the business will be worth (and by what date).
2. A short list of business process improvements that will be made in order to attain the exit goal.

3. A budget for each process improvement, including capital investment, cost of goods, operating expenses and incremental revenue anticipated.
4. A simple step-by-step action to make the exit strategy happen.

Dr. Roth developed the ABC Exit Strategy Simulation™ and he personally guides business owners through it. The process generally requires two to three days. Simulation results are delivered immediately upon conclusion of the process and the average cost for a complete exit strategy simulation is \$6,000, plus travel expenses.

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About the Arizona Business Center Consulting Group

The Arizona Business Center Consulting Group (www.AzBizCenter.com) provides ABC Exit Strategy Simulation™ and ABC Exit Coach™ services to business owners who seek to sell their small business for a big fat profit.

Category	Business
Tags	small, Business, arizona, exit, strategy, sell, consult, robert roth, ph d, abc, exit strategy, exit coach, simulation
Email	Click to contact author
Website	http://www.AzBizCenter.com
Phone	480-287-6009
Address	4130 E. Van Buren Street, Suite 140
City/Town	Phoenix
State/Province	Arizona
Zip	85008
Country	United States
Link	http://prlog.org/10054260



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