

# Business Owner Advisory Services

Retirement planning is complicated especially for business owners considering the impact on the business, its employees, and customers. We help our customers by breaking the process into **three important steps**.



*"If you don't know where you're going, any road'll take you there."* – George Harrison

**Step 1:** Business owners require two plans, developed simultaneously: a Business Succession Plan and a Personal Financial Plan

**Business Succession**

**Personal Financial**



**Retirement Lifestyle**

**Step 2:** Business Owner Advisory Succession Plan

- ✓ Determine the current range of Fair Market Value (FMV)
- ✓ Compare FMV against industry Indicative Value (Is it higher or lower? Why?)
- ✓ Business Readiness based on Dependencies (Owner, Customer, Leadership, Employees, Location, Vendors)
- ✓ Succession option analysis including internal transition (family, management, ESOP) or external sale (strategic, financial, industry), and a list of illustrative suiters
- ✓ Strategies to increase the FMV based on the personal financial plan

**Determine FMV**

**Compare to Industry Indicative Value**

**Implement Plan to Enhance FMV and Ready the Business**

**Step 3:** Owner and Business are Ready

- ✓ Business Owner Advisory Service provides introductions to leading select M&A Advisors
- ✓ Assemble owner's advisory team, which work collaboratively to achieve success
- ✓ Primary objective of the team is to achieve an outcome based on the owner's personal financial plan



*"My wife has been asking me for years, 'what is our plan?' I've been telling her, 'don't worry I have a plan.' I can go home and tell her, 'We now have a plan.'" – Business owner customer whose optimized sale resulted in fully funding their retirement.*

**For more information, contact:**

**Mike Cassata**

*Business Owner Advisory Strategist*

508.957.1180

Michael.Cassata@RocklandTrust.com

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