

Securing Economic Continuity: The Imperative for SME Transition Planning

Enabling a Future-Proof, Prosperous Exit Strategy for SME Owners

For most regions, small to medium sized businesses are the life blood of the economy. Providing much needed services, employment and contributions to the community. Resources tend to be focused on the start up and growth phase, with less being directed to assisting business owners on planning for a profitable transition.

The importance of developing these skill sets and increasing the value of these businesses is critical to ensuring continuity of services and employment. As individuals arrive on business visas, they are exploring opportunities to invest in local enterprises discovering that some business owners need to better prepared for transition.

Making training in this areas so very important.

SOME KEY FACTS:

76

76% of SME's are planning a transition in the next 10 years.

9

Lack of Preparedness:
Only 9% have a written plan

84

Need to Get Best Price:
84% of respondents needed/wanted to get best price for their business to fund their retirement.

(CFIB Transition Tsunami, January 2023)

The Value Amplifier Workshop: Empowering Business Owners for Economic Prosperity

This intensive, day-long training session is designed to equip small and medium-sized business owners with the skills and knowledge to significantly increase the value of their businesses - an essential step for fostering a robust local economy. In addition to receiving a comprehensive assessment of their current business value, attendees will learn the following:

- ▶ **Efficiency and Scalability:** Discover three key attributes of scalable business models to boost efficiency.
- ▶ **Value Optimization:** Explore the eight factors that drive business value and everyday profitability.
- ▶ **Revenue Revolution:** Learn how to maximize the type of revenue that can significantly increase your business's profitability.
- ▶ **Recurring Revenue Mastery:** Identify six forms of sustainable recurring revenue for financial stability.
- ▶ **Marketing Innovation:** Understand essential marketing strategies to stand out and avoid price wars.
- ▶ **Customer Loyalty Insights:** Learn the key question to deepen customer loyalty and increase repeat business.

AVAILABLE IN PERSON OR VIRTUALLY



Email: Wendy@blackstarwealth.com to start the conversation
or scan the QR code to book a 15 minute zoom conversation