

## Succession Planning

### Introduction

Our clients are successful business owners who understand the importance of planning for the future. Succession planning is a critical process that ensures the smooth transition of business ownership and management both for the benefit of the business and the team, which may or may not include the next generations, and the owner and family who are transitioning. And it's a long-term project.

Succession planning done well can take up to two years. Would you like to make a start?

### Capabilities

Our Succession Planning capabilities are as follows. Refer to our Capability Statements to see how we execute to meet your business needs.

- Your Succession Plan
- Share & Business Valuations
- Buy/Sell Mandate
- Due Diligence
- Merger & Acquisitions
- Estate Planning
- Wealth Management
- Family Office
- Managing your Balance Sheet
- Business in the Cloud
- Superannuation Planning

### Benefits

The benefits to you are:

1. Where future generations are part of the Succession Plan, continuity and stability can be achieved. This includes ensuring that the new generation is 'management ready' and that the current generation is 'ready to let go'. Knowing what this looks like ahead of time will reduce anxieties of those inside and outside the business.
2. 'Value' is in the eye of the beholder. Family considerations apply both top down and bottom up and making the wrong call can sometimes have catastrophic consequences. By ensuring a robust process around valuations, this can contribute to the 'success' in 'succession'.
3. Where succession means a third-party sale, finding the right buyer plays a big part in maximising the value. Our experience in the markets and understanding buyer capabilities means we can work to maximise the benefits to you.
4. Succession planning is not just about leaving something behind. Our team can help paint the picture of the 'future business', identifying the needs of the owner in the 'brave new world'. These needs will include family, capital, digital and superannuation planning opportunities that need expert advice – advice that we are well place to provide or manage for your benefit.

### What's next

Contact UHY to arrange a discussion about we can best assist you. Connect with us and connect to possibility.