

Worksheets

Exercise 1: How much is it worth?

How much do you need annually to live the lifestyle you want? (A)	
Add in a safety factor for inflation, and other contingencies (B)	
Adjust this number to pre-tax (C)	
What rate of return do you expect on your investments? (D) Keep in mind 20% returns can be achieved some years, but other years may be -20%	
Take C divided by D. This is what you need to net from the sale of your business. (E)	
Take E and adjust for taxes on the sale of the business. This is what you will need to sell for.	

Exercise 2: What do others think it's worth?

Partner with the two people sitting closest to you. Jot down:

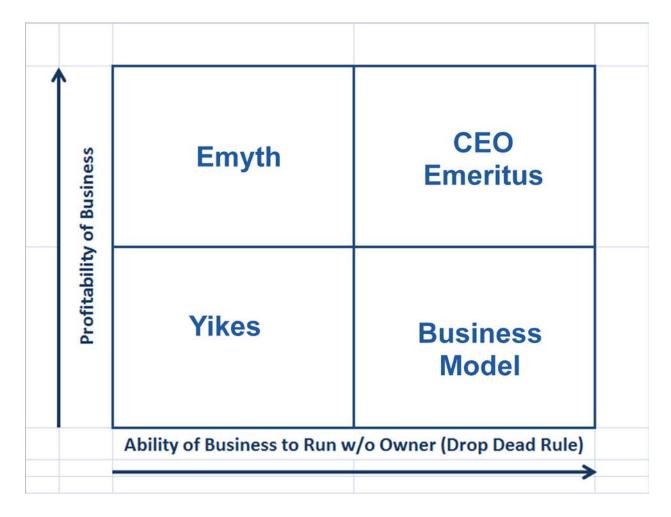
- Average profit for the last 3 years
- How many hours a week you work
- What are the 5 key functions/tasks you perform?
- How well would those functions work without you?

How did your partners valuation compare to yours?



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Exercise 3: Where do you rank on the CEO Emeritus Scale





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Exercise 4: How are you doing as CEO Emeritus activities

The 16 Hats		Doing well	Need improvement
1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16.	Super-closer True CFO Visionary Chief Strategist/Planner Mentor Chief I.P. Officer Cheerleader Standard Bearer Chief Model Officer Model Implementer Key Relationship Holder Decider Marketing Mastermind Frontman/woman High-level Floater Technology Mastermind		
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What is the most valuable work you do?

How many hours per year do you do these activities?



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If you only had to perform these duties, would you sell your business?

Personal Action Steps & Accountability

What action steps need to be taken? Who will perform?

1.
2.
Commit to a realistic timeline for each?
1.
2.



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Accountability Worksheet

What do you need to be held accountable for?

What will you DO to hold yourself accountable?

- Positive trap?
- Accountability partner?
 - From group
 - o Group leader
 - No friends or family

Who will you enlist to help with your goal?

What is their role?

Feedback and follow-up

- This session will help my business
- This session will not impact my business
- I would like to discuss this topic in more detail with the group leader
- I could use some coaching/consulting on this topic, please contact me