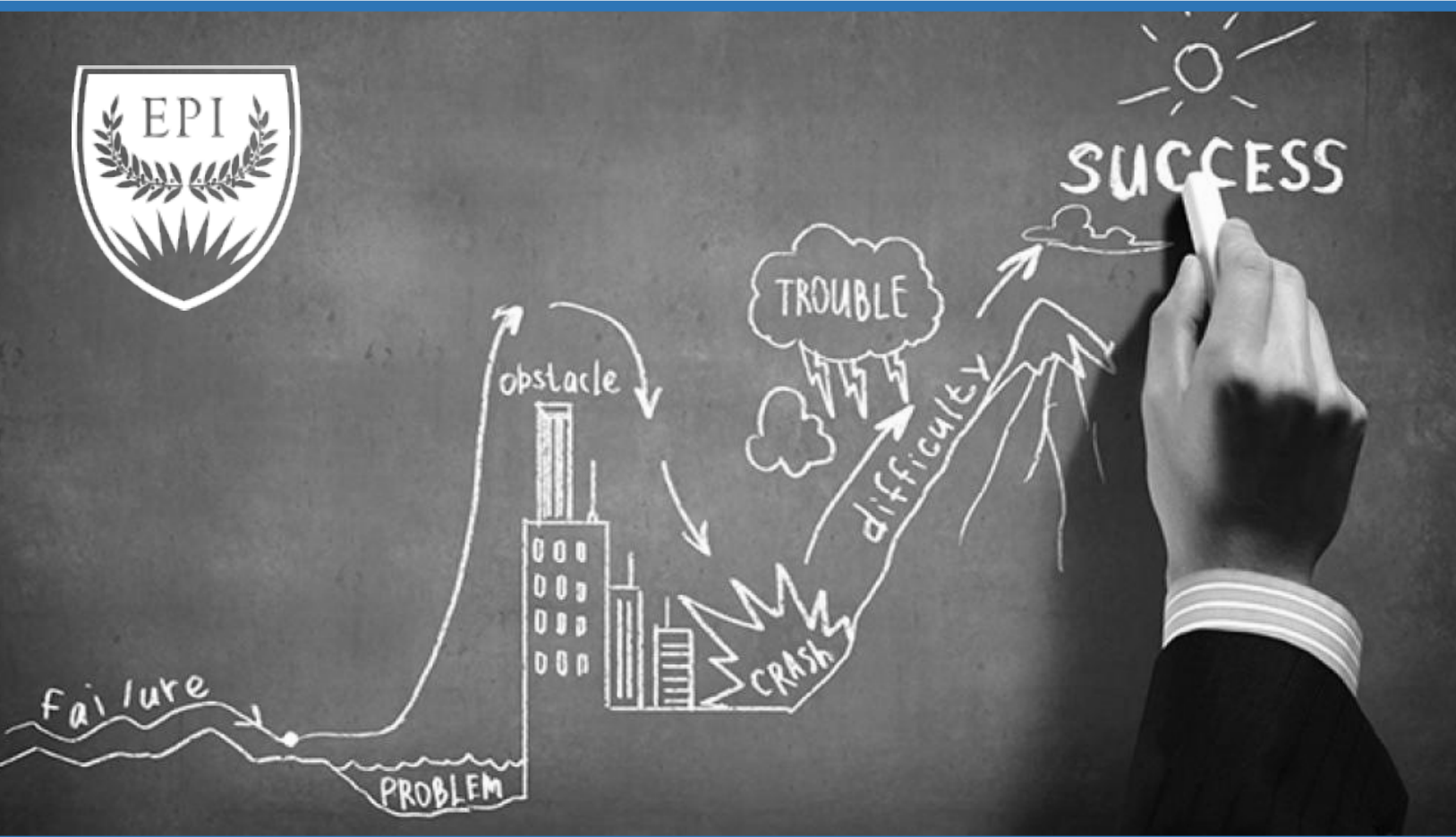


THE BUSINESS OWNER'S ROADMAP:

How I Use **Exit Planning** as My Business Strategy

By Scott D. Snider, Vice President of the Exit Planning Institute,
Operating Partner of Snider Premier Growth




I am an entrepreneur.



“Begin with the end in mind...” Covey said.

“I’m not much for seminars. Time is in short supply to begin with.
But this was absolutely worth it.” -NORTHEAST OHIO 2015 OWNER SURVEY



After selling my business, I joined my father's consulting firm. As a former owner who had experienced the launch, growth cycle, and sale of a business, I developed a passion for helping others do the same. Simultaneously, we formed a family investment company, Snider Premier Growth, with the vision and strategy to acquire income producing small businesses. And with that, we began the search for high potential companies we could obtain and **rapidly grow**.

Our first acquisition was the Exit Planning Institute.

EPI appealed to us, both from a market opportunity standpoint and because it was a platform for us to continue to do what we are passionate about: training advisors to **truly help owners learn how to successfully grow and exit their business**. So in 2012, we bought EPI and set ourselves on a path to truly serve the national and global market of business owners and top-tier advisors.

Four years later, I have seen this industry evolve swiftly as more and more Baby Boomer business owners approach retirement and have experienced this marketplace from three different viewpoints: Business Owner, Advisor, and Educator. And I can tell by surrounding myself and interacting with advisors like Certified Exit Planning Advisors (CEPAs) and by incorporating concepts and processes within books like *Walking to Destiny: 11 Actions an Owner Must Take to Rapidly Grow Value & Unlock Wealth*, a book rooted in value acceleration, it has **changed the way I do business** from both strategic and operational perspectives.

How to Use the Value Acceleration Methodology



The Owners Forum is the place for business owners who are invested in growing business value and unlocking wealth.

THE BUSINESS OWNERS ROADMAP

Coming to your area in Spring 2017.
It's time to **change your outcome.**



Get more information about the 2017 Owners Forum Schedule, hosted in cities across the country by visiting www.BusinessOwnersForums.com and by clicking to **request your complimentary copy** of Chris Snider's new book, *Walking to Destiny: 11 Actions An Owner Must Take to Rapidly Grow Value & Unlock Wealth*.