

REFLECTION QUESTIONS CHAPTER 13

- == After completing two cycles of 90-Day Sprints, find a quiet place and ask yourself four questions: (1) Do I want to keep growing, or do I want to exit? (2) Am I ready for growth and transition? (3) Is my business ready for growth and transition? (4) Which exit option or hybrid options should I be considering? Consider including your CEPA advisor, key family members, partners, and key employees. See what they think as well.
- == Consider the possibility of exiting over a longer time horizon versus making it a once-in-a-lifetime event. In doing so, could you open other exit options or hybrid options you had not considered previously?
- == Are you aware of the pros and cons of all your exit options and hybrid options? If not, spend some time over the next couple of 90-Day Sprint cycles to get yourself more educated and explore all your options.