

Succession Planning Diagnostic Questionnaire

1. Do you have a written, fully developed exit strategy for your business?	<input type="checkbox"/> YES <input type="checkbox"/> NO
2. Are you confident you know what your business is really worth?	<input type="checkbox"/> YES <input type="checkbox"/> NO
3. Do you know how to maximize the value of your company prior to exit?	<input type="checkbox"/> YES <input type="checkbox"/> NO
4. Have you established a timeline for the transition of your business?	<input type="checkbox"/> YES <input type="checkbox"/> NO
5. Do you have a thorough understanding of the process of selling a business?	<input type="checkbox"/> YES <input type="checkbox"/> NO
6. Do you know who the likely purchasers will be?	<input type="checkbox"/> YES <input type="checkbox"/> NO
7. Are shareholder/partnership agreements in place and up to date?	<input type="checkbox"/> YES <input type="checkbox"/> NO
8. Has your corporate structure been examined to take advantage of preferential tax treatments?	<input type="checkbox"/> YES <input type="checkbox"/> NO
9. Could your business survive in the event of an untimely death or disability within the management/ownership group?	<input type="checkbox"/> YES <input type="checkbox"/> NO
10. In the case of a management buyout, are you confident that your existing management team has the skills and financial wherewithal to do the deal?	<input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> N.A
11. Are you familiar with all of the options available for financing your business transition?	<input type="checkbox"/> YES <input type="checkbox"/> NO

12. In the event of a family transition, are you confident the existing family dynamics will be maintained both throughout and after the transition?	<input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> N.A
13. Are you comfortable with your children's ability to properly manage their inheritance?	<input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> N.A
14. Are you aware of the pros and cons of a family trust?	<input type="checkbox"/> YES <input type="checkbox"/> NO
15. Is your will up-to-date?	<input type="checkbox"/> YES <input type="checkbox"/> NO
16. Is your executor aware of the duties and potential liabilities associated with executorship?	<input type="checkbox"/> YES <input type="checkbox"/> NO
17. Have you planned your estate to reduce the potential (perceived) inequalities?	<input type="checkbox"/> YES <input type="checkbox"/> NO
18. If there are US citizens/residents in the family, have the US tax consequences been considered?	<input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> N.A
19. Have you considered charitable giving as a strategy for mitigating taxes?	<input type="checkbox"/> YES <input type="checkbox"/> NO
20. Are you comfortable with your current investment portfolio and its ability to meet your retirement needs?	<input type="checkbox"/> YES <input type="checkbox"/> NO
21. Do you have a team of professionals to guide you through the twists and turns of a complete succession plan?	<input type="checkbox"/> YES <input type="checkbox"/> NO

How many times did you answer “Yes?”

18+ Outstanding! Congratulations on being amongst the most elite, well-prepared business owners we have ever met. You have taken succession planning to another level.

15 – 17 Excellent. You are very prepared and you are likely on track for a smooth and successful transition. With just a little more preparation, you will not be losing any more sleep because you will have covered the critical elements that most businesses owners never get to.

0 – 14 Do not worry. You are about as prepared as the typical business owner. Most business owners are too busy running their company, preventing them from planning beyond next month. However, you need to make succession planning a priority for you and your business, so that you capitalize on the success you have built.

For more resources and information about business succession planning, please arrange a meeting with one of our BMO Private Banking professionals.



1-800-844-6442



bmoprivatebanking.com

BMO Private Banking is part of BMO Wealth Management. Banking services are offered through Bank of Montreal. Investment management services are offered through BMO Private Investment Counsel Inc., an indirect subsidiary of Bank of Montreal. Estate, Trust, Planning and Custodial Services are offered through BMO Trust Company, a wholly owned subsidiary of Bank of Montreal.

BMO Wealth Management is the brand name for a business group consisting of Bank of Montreal and certain of its affiliates in providing wealth management products and services. BMO (M-bar roundel symbol) registered trademark, and BMO (M-bar roundel symbol) Private Banking trademark are owned by Bank of Montreal, used under license.