



Save
up to \$4,500 on
SuccessionMatching services

Business Succession

*Take the necessary
steps to prepare
your business to sell*

Increase the chances of selling your business

SuccessionMatching is a two-sided marketplace for business owners wishing to sell and buyers wishing to buy a business. It also offers a comprehensive Formal Succession Planning program that readies business owners to sell.

Thanks to their succession services, CFIB small business owners can take advantage of exclusive discounts on services that will help them with their succession needs.

CFIB Member Exclusive

Formal Succession Planning Program

- 50% off \$5,000 program
- Free premium access for one year to the marketplace to find a buyer when you have completed the program (\$2,000 value).

Total \$4,500 in savings

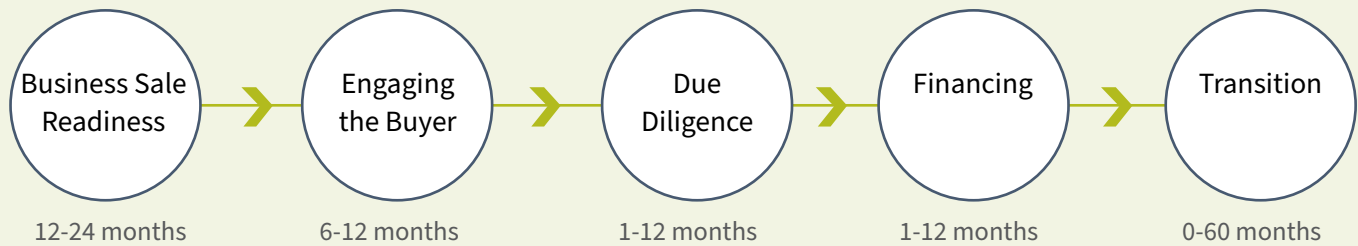


Business Buyers

50% off \$2,000 annual membership fee for members looking to purchase a business on SuccessionMatching.com.

Total \$1,000 in savings

Stages and Timelines to Business Transition



Business owners can expedite this process by spending adequate amount of time in stage 1, which is why the SuccessionMatching Formal Succession Planning program was developed.

What is the Formal Succession Planning Program?

The Formal Succession Planning program is designed to walk business owners through everything required to put a Formal Succession Plan together. From determining an accurate value of the business, to collecting the necessary info for due diligence, to learning valuable negotiating tactics – position your business to sell with a Formal Succession Plan.

The SuccessionMatching Formal Succession Planning program is proven to increase the chances of a successful business transition to a new owner from

17% to 50%



The Program Format

- 7 one-on-one educational sessions, delivered virtually with a dedicated Formal Succession Planning program facilitator.
- 13 hours of administrative support, including answering questions and guidance in between sessions.
- Program completion possible in as little as 20 weeks.

The Deliverables

- Discounted Cash Flow analysis
- Sell Book
- Pitch Deck Sell Sheet
- Due diligence binder Confidential documents for negotiating
- Coaching on finding and engaging with a buyer

Premium Seller Membership on

SuccessionMatching.com

- Business Listing on the marketplace
- Ability to match with Buyers, Investors, and Advisors
- Invitations to webinars/ workshops
- Recommendations for beneficial resources and possible matches from SuccessionMatching customer success agents

How to get in touch with SuccessionMatching

Step

1

Complete this questionnaire



Step

2

Book a free 30 min consultation call



Questions? Get more info.

Call our specialists: 1-888-521-0223

Visit CFIB.CA/SUCCESSIONMATCHING