

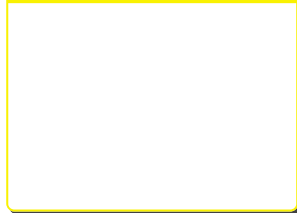
# CHAPTER 9 *EXERCISE*

Key questions for developing your company's exit infrastructure:

Are funds appropriately allocated within your business? If not, what changes will you implement?



Are your departmental budgets distinct and detailed? If not, how will you improve them?



Which elements of your infrastructure depend on personnel versus being self-sufficient?



Do you have irreplaceably skilled individuals in your company? If so, how can you mitigate this risk?




How would a process breakdown impact your product/output? What are your contingency plans?



Are your major systems and processes documented? If not, how will you address this?



What is the size of your market? Is it growing or shrinking?



Do you have an R&D process for quick market adaptation? If not, what is your plan?



Can you swiftly scale output in response to market changes? If not, how will you enhance this capacity?



Can your product support staff manage a rapid increase in output? If not, what is your strategy?



Does your management team add value in the eyes of potential buyers? If not, what improvements can be made?

