

# How to Plan an Optimal Exit

Course Agenda



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<b>08:45</b>	Registration and Introductions <i>Jon Andrew, BVCA</i>
<b>09:00</b>	Introduction to the importance of exit planning
<b>09:30</b>	The concept of reverse 100 day planning (but longer)
<b>10:00</b>	Quality of earnings & value drags
<b>10:40</b>	Coffee break
<b>11:00</b>	Case Study – looking at value drags and value drivers
<b>12:00</b>	The key stages of an exit process
<b>12:30</b>	Lunch
<b>13:00</b>	When will you know the timing is right? (incl. case study)
<b>14:00</b>	Getting data room ready
<b>14:45</b>	Coffee break
<b>15:15</b>	Vendor assistance and vendor due diligence
<b>16:00</b>	Appointing advisors and the role they play

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<b>16:30</b>	When goal congruency can come apart (acting as a buyer or a seller)
<b>17:30</b>	Summary & Close