

# Planning A Successful Succession



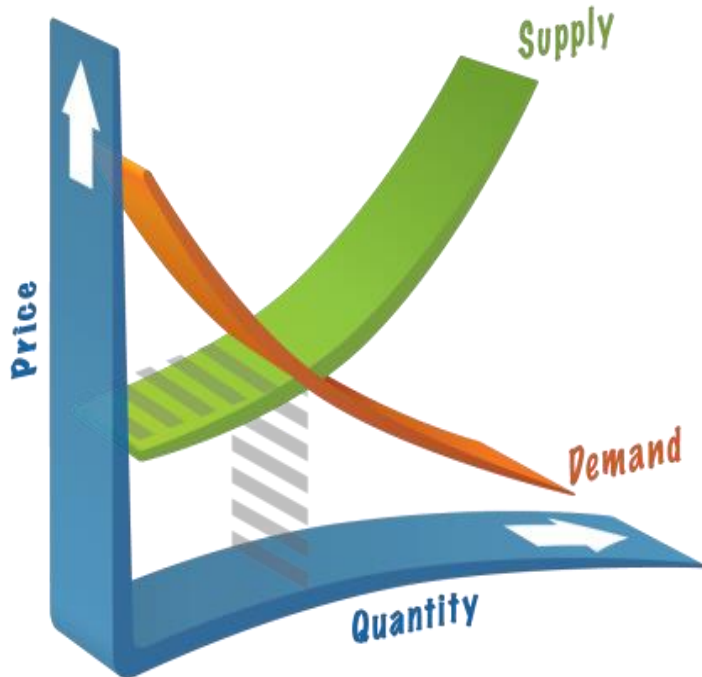
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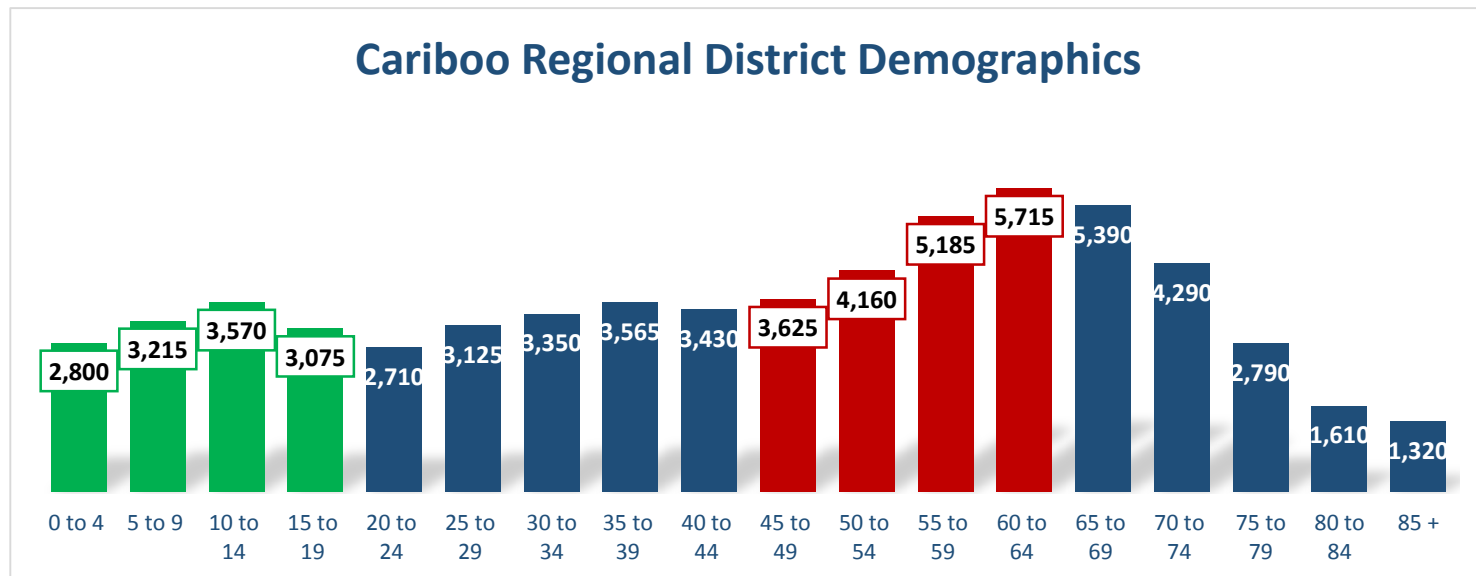
## Too Much Supply on the Market



- It's all about demographics, many of us are getting older, fewer young buyers, depressing prices
- 98% of all businesses in BC are small businesses, creating 54% of private sector employment
- 3 in 4 businesses will transition within 5 years
- 75% of decisions are driven by the desire to retire
- It takes on average 18 months to sell

# #2 Demand Isn't What it Used to Be

- There is a shortage of both workers and entrepreneurs as the population ages...This is a global problem...
- Population growth will be slow; most growth will arrive from international migration ...
- Younger buyers are encouraged to start businesses rather than buy.



The labour market is already tight. Over the next 20 years those reaching **working age** falls far short of those **expected to retire**.

# #3 Rural BC Faces Additional Challenges

- While dips in BC’s rural population have occurred over the past 150 years, none have been as pronounced as the dip between 1996 and 2001. Twenty years later and the population still hasn’t reached the 1996 level.
- Less than one in five Canadians live in a rural area and the share of the population living in rural areas decreased from 18.7% in 2016 to 17.8% in 2021.

Year	BC's Rural Population
1986	598,365
1991	641,922
1996	667,112
2001	597,885
2006	602,187
2011	609,363
2016	631,776
2021	634,976

# #4 PASS Business Owner Key Services

- **Price Determination Service** - Assistance to figure out how to price your business for sale, along with your exit options and strategies to reach potential buyers.
- **Business Fact sheet Service** - A multi-page professional marketing and sales document presenting the key elements of the business to interested buyers.
- **Sale Mediation Service** - DIY doesn't mean going it solo. Even if you work without a Realtor or Business Broker there is professional support to put together sale documents and work with both seller and buyer to keep the sale on track and smooth for both parties.
- **Sale Preparation Packages** - Step-by-step and in your own time, we take you from where your business is today to maximizing the return from its sale.
- **Business Transition Plan** - A well-prepared transition plan to ensure that your valued clients are taken care of and quality is maintained after the sale of your business.

