

Agenda

08:45	Registration and Introductions Jon Andrew, BVCA
09:00	Introduction to the importance of exit planning
09:30	The concept of reverse 100 day planning (but longer)
10:00	Quality of earnings & value drags
10.40	Coffee break
11.00	Case Study – looking at value drags and value drivers
12:00	The key stages of an exit process
12.30	Lunch
13:00	When will you know the timing is right? (incl. case study)
14:00	Getting data room ready
14:45	Coffee break
15:15	Vendor assistance and vendor due diligence
16:00	Appointing advisors and the role they play
16:30	When goal congruency can come apart (acting as a buyer or a seller)
17:30	Summary & Close