

# The eight steps of succession planning

Developing a succession plan is something we recommend you start considering a few years before your planned retirement to achieve a successful transition and ensure you leave your business in capable hands for the future. Here is an overview of what to expect throughout the succession process:

## Pre-sale:

1



Reviewing your succession options and selecting the best one

2



Establishing a structured timetable

3



Identifying the value of your firm and any marketability gaps

4



Taking actions to increase your marketability to prospective buyers

5



Ensuring business continuity for your clients

## Sale:

6



Achieve the best terms for sale

7



Making the transfer of ownership as seamless as possible

## Post-sale:

8



Minimising your tax liabilities and financial risk

**To learn more about how Aviva can support you with your succession planning, please contact your Aviva Sales Manager or our succession expert for a confidential chat:**

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