

FOCUSED STRATEGIC PLANNING

OWNERSHIP AND SUCCESSION



Francis A Jones has developed Focused Strategic Planning as a way of helping our clients pinpoint specific factors or issues that affect their business, and give them the attention they deserve. Our aim is to provide the relevant data, skills, objective feedback, guidance and tools you need to move forward with confidence.

What's your end game?

Have you considered what stepping away from your business would look like? Would you sell out, and if so, to whom? A competitor? An unknown buyer? Your own management team? And what about the handover?

The sooner you contemplate how long you'd like to carry your current responsibilities, and how you would make this major change as easy as possible on all concerned, the less likelihood it will cause problems.

What happens when business and life aren't the same thing?

Francis A Jones has developed two business insight questionnaires designed to help you understand your own motivations, and prompt the questions you should be asking about your long term future.

They cover issues like health and legal issues, your individual needs and desires, and how to reconcile them with your business life. Questions around succession and retirement plans will encourage you to consider the structure of your business, how you would make the most of your assets, and how you might disengage from the business with minimum disruption and maximum benefit for all stakeholders.

It's about your future and your family.

Taking your confidential private plans into account, together we'll work out just what your strategies could be. The aim is to help you make decisions that safeguard your future, make the transition easier when it happens, and ensure that you can realise your personal and family goals.

After the workshop we'll provide a strategic plan that will help you action the ideas, tactics and policies discussed, and we'll follow up four weeks later. If you need it, we can update, evolve or help you reassess every aspect of the strategies you choose at any time.

Check faj.com.au for more information and business insight questionnaires that will help you protect, grow and improve your business, or call us on 9335 5211.

