

### Review

An exit strategy has become an almost *de facto* consideration in business plans as it allows potential investors to clearly understand how you ultimately intend to withdraw from the business, and outlines the stages and targets you envisage for achieving this.

This unit focused on some of these issues. It began by identifying some of the factors that stimulate an entrepreneur's decision to exit or leave the venture. It examined some disposal options that should be considered and discussed various factors that affect the disposal process. The unit also highlighted the stages in the selling process and provided some useful insights on negotiation techniques to help optimise the return to the seller.