



**Business Exit
Solutions**

Valuable. Scalable. Transferable.

Strategic Partnership Kit

**Empowering
Accountants, Advisors
and Professionals to
Help Clients Exit
Successfully - While
Growing Your Practice**

Why Partner with Business Exit Solutions?

Business owners look to you for trusted guidance on growth, strategy, and leadership. But when it comes to planning their exit, the single biggest event in their business journey, most are unprepared:

Here's the problem:

- ✓ **420,000+** Australian businesses are owned by **Baby Boomers**; most plan to exit in the next 5-10 years.
- ✓ **80% of businesses never sell** because they aren't ready.
- ✓ Even those that do sell, **85% of owners regret it within 12 months** due to poor preparation.
- ✓ 50% of exits are forced by the '5D's': Death, Disability, Divorce, Disagreement, Distress.

This is a **massive advisory opportunity**, but most business owners don't even realize how much help they need until it's too late.

This presents a huge opportunity for business advisors.

By partnering with Business Exit Solutions, you can:

- Add a new revenue stream without building a new service from scratch.
- Strengthen client relationships by guiding them through their most critical transition.
- Differentiate yourself from other advisors with a proven, structured framework.

Our **EXITmax System** helps owners increase value, reduce risks, and prepare for a successful exit — all while positioning you as their go-to Advisor.

Three Partnership Options Available

Choose the pathway that fits your business and clients:

1. Casual Referrer (Simple, No Commitment)

- Free to join.
- Refer clients when you see the need.
- BES delivers everything directly.

👉 Best for advisors who want a flexible, low-effort way to add value for clients.

2. Advisory Partner (Referral + Co-Brand)

- Access **co-branded resources** – checklists, guides, client handouts.
- BES delivers all reports and programs.
- You earn **20% commission** on client enrolments.
- Quarterly CPD webinars + new resources included.
- Membership Fee: \$297/month (\$2,970/year).

👉 Best for advisors who want to raise exit planning with clients consistently, while BES handles delivery.

3. White Label Partner (Premium Licensing)

- Deliver exit planning directly **under your own brand**.
- Dedicated client portal, pre-loaded with BES programs.
- You determine program pricing
- You bill your clients directly and keep 100% of the revenue.
- CPD training for your team (3–6 hours annually).
- Ongoing updates + quarterly strategy calls.
- Fees: \$797/month or \$7,970/year (+ \$2,500 setup).
- Still earn **25% commission** if you refer clients back to BES.

👉 Best for advisors ready to expand their practice with a premium service line.

ROI: Most Advisory Partners cover their membership with just – 6 referrals per year, while White Label Partners break even with 2–4 clients annually. We'll walk through the numbers on your partnership call.

How This Partnership Helps You

- ✓ **Expand Your Advisory Offering** – Add exit planning to your toolkit without starting from scratch.
 - ✓ **Retain & Grow Clients** – Be the advisor who helps owners through their most critical transition.
 - ✓ **Create New Revenue** – Earn commissions or bill directly with White Label.
 - ✓ **Differentiate Yourself** – Stand out in a crowded advisory market.
 - ✓ **Stay Equipped** – Access co-branded or white-labeled tools, CPD training, and ongoing updates.
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When to Introduce BES to Your Clients

- When they start talking about retirement, succession, or “what’s next.”
 - If they’ve built a business that’s too dependent on them personally.
 - When valuations don’t match their expectations.
 - To prepare for sale, succession, or unexpected events.
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Partnership Guarantee & Cancellation Policy

We believe in keeping partnerships simple and risk-free.

- **Advisory Partners** – Cancel anytime with 30 days’ notice. No lock-in contracts. Annual memberships are discounted but non-refundable once paid. New partners: 30-day money-back guarantee on your first month.
 - **White Label Partners** – Setup fee is non-refundable. Minimum 3-month term applies. After that, cancel anytime with 30 days’ notice.
 - **Casual Referrers** – Always free. No contracts, no commitments.
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How We Support You & Your Clients

For Advisors

We provide **the system, tools, and training** so you can seamlessly integrate exit planning and exit readiness into your existing services.

- ◆ **Exclusive Resources** – Co-branded guides, checklists, and conversation tools to simplify exit planning for your clients.
- ◆ **Tailored Programs** – Structured strategies to **increase business valuation, improve marketability, and reduce owner dependence.**
- ◆ **Revenue Opportunities** – Choose from referral commissions or **joint marketing collaborations** to drive new business.

For Your Clients

Business owners don't just need a buyer—they need to **prepare their business to be sold successfully.**

We help them through our **EXITmax System:**

- ◆ **Develop an Exit Strategy** – Selling, succession, or retirement—customized to their goals.
- ◆ **Maximize Business Value** – Fix inefficiencies, increase profitability, and improve valuation multipliers.
- ◆ **Reduce Risks** – Address the issues in their preparation that can derail an exit.
- ◆ **Achieve a Smooth Transition** – Ensure they move on with financial security and a clear next step.

Partnering with us means your clients:


- ✓ **Avoid costly mistakes** that could ruin their exit.
- ✓ **Maximize their payout** when selling.
- ✓ **Exit on their terms without regrets.**



Next Steps: Let's Partner

The Baby Boomer business exit wave **is here**.

Are you ready to **help your clients and grow your own practice?**

 **[Book a Partnership Call](#)** – Explore which model suits your advisory practice.

 Learn more at: <https://businessexit.global/strategic-partnerships/>

 **Download Your Advisor Toolkit** – Conversation starters, checklists, and resources.

 **Start Referring or Delivering Exit Planning Today** – Grow your advisory services and help clients exit stronger.

 Email: partner@businessexit.global

 Visit: businessexit.global/strategic-partnerships

Position yourself as the expert business owners trust for their most critical transition.



**Business Exit
Solutions**

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Your Roadmap to Supporting Clients' Business Exits

At Business Exit Solutions, we collaborate with accountants, business brokers, and financial planners to:

- Prepare your clients' businesses for sale, succession, or retirement.
- Maximise business value and ensure smooth, seamless transitions.
- Deliver proven EXITmax programs to guide clients through every step of the exit process.
- Strengthen your client relationships by sending them back to you for their ongoing accounting or financial needs.

Partner with us to enhance your services, deliver exceptional value, and empower your clients to achieve successful business exits—all while keeping you at the center of their trusted advisory team.



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