



---

# **BUILD A BETTER BUSINESS**

*THAT CAN RUN AND SUCCEED WITHOUT YOU*

---

*WEBINAR SERIES*

David Lupberger

---



---

# Unlock Hidden Value In Your Business

*Preparing Your Business for Sale  
Even If You're Not Selling*

---

*WEBINAR SERIES*

David Lupberger

# Welcome!

## Introduction:

- I'm David Lupberger, a former building contractor and I now work with contractors to review and maximize their return on their business regarding a potential sale

Michel Gerber:

- The sale of your business can be the most profitable transaction in your life
- Build your business with the end in mind

# Exit Planning Defined

What Is Exit Planning:

- **Bing dictionary:** a usually preplanned way of extricating yourself from what may prove to be *a difficult* situation
- Another simple definition: ***Deferred Compensation***

**Session 1:** You have to **intentionally prepare** if you want to have a successful, profitable exit from your business

## Forbes Magazine...

### Silver Tsunami facts:

- 250,000 businesses for sale by 2030
- 80% (200,000) will not sell
- 36,000 or 14% will sell with significant discounts or concessions
- Only 14,000 or 6% will sell at their desired sales price - 6%!

## Session 2 - Business Sale Options:

**There are 4 potential business transition/sale options:**

- What are the key issues/concerns with each sale option?
- Financing the sale – what are the options
- There is a 5<sup>th</sup> lifestyle option (*addressing the asset gap*)
- Preparing for the business transition – what is the timetable?

## Session 3:

- How construction companies are valued in today's market
- What EBITDA really means—and how it applies to *your* business
- How construction sales multiples work and what impacts them
- The role of tax planning in maximizing company value

## Session 3: Company Valuation Review

- What is my company worth?
- How do you value a construction company?
- What is EBITDA and how does that apply to me?
- How are sales multiples used in the sale of a construction company
- Effective tax planning and preparing for a potential company sale

# The Sample Company Valuation Spreadsheet

**Are There Any Questions?**

10 MILESTONES

# ROADMAP FOR THE SALE OF YOUR BUSINESS



[contractorexitstrategy.com](http://contractorexitstrategy.com)



Contractor  
ExitStrategy



---

# **BUSINESS BUILDING MASTERY**

---

**The Business Transition and  
Succession Process Blueprint**

David Lupberger

---