

WORKSHOP SERIES

The *Exit Blueprint*

*The complete guide to selling your business.
Every professional you need, in one room,
for one focused day.*

VENUE

The Chamberlain Hotel,
London

INVESTMENT

£495 per person

PLACES

15 Only

Most business owners sell only once.

Very few are truly prepared when the moment comes.

You have spent years — perhaps decades — building something of real value. But selling a business is an entirely different discipline to running one. The process demands a team of specialists working together: a broker, an accountant, a solicitor, a tax adviser, and a wealth manager. Most owners try to piece this together alone, under pressure, mid-deal. The consequences are predictable.

WHAT GOES WRONG

The cost of going in underprepared

Without the right preparation and the right advisers around you, the risks are considerable. Value is left on the table. Tax planning opportunities are missed. Deals fall apart in due diligence over issues that could have been resolved months earlier.

- Businesses valued and marketed incorrectly from the outset
- Sellers unaware of how buyers scrutinise accounts and normalise earnings
- Legal exposure taken on unknowingly through warranties and indemnities
- Significant tax liabilities incurred through poor pre-sale structuring
- Proceeds received with no plan for what happens next

80%

of businesses brought to market in the UK never complete a sale

WHAT YOU WILL LEAVE WITH

A clear path from owner to exited

The Exit Blueprint is designed to give you the knowledge, the framework, and the professional relationships you need — before you need them. Leave the day ready to make informed decisions at every stage of your exit.

- A thorough understanding of how your business will be valued — and what moves the number
- Clarity on what buyers look for during financial and legal due diligence
- Confidence navigating Heads of Terms, the Share Purchase Agreement, and completion
- A grasp of your tax position — Business Asset Disposal Relief, CGT, and pre-sale planning
- A framework for managing the proceeds and the transition that follows
- Direct access to five specialists you can call when your process begins

OUR APPROACH

The Collective Advantage

Selling a business is one of the most significant moments in a business owner's life. It demands the right team — and the confidence to ask the right questions. The Exit Blueprint brings **every professional involved in a transaction into one room**, so you can hear from all of them, put your questions to all of them, and understand how their roles interconnect. No siloed advice. No cold introductions mid-deal. Just an experienced collective, working together, focused entirely on you.

"The business owners who achieve the best exits are not the ones who got lucky — they are the ones who started the right conversations early, with the right people around them."

THE EXIT BLUEPRINT · THE ACQUISITION COLLECTIVE

www.theacquisitioncollective.co.uk

The Day

9:00AM — 4:00PM · THE CHAMBERLAIN HOTEL, TOWER BRIDGE, LONDON

Each specialist presents,
then takes questions directly
from the room

THE SESSIONS

01 **THE BROKER** Valuation & The Sales Process

How businesses are valued in the UK market, the types of buyers you will encounter, deal structures, and how a professional sales process runs from instruction through to completion.

02 **THE ACCOUNTANT** Financial Readiness & Due Diligence

What buyers look for in a set of accounts, how EBITDA is normalised, what financial due diligence involves, and how to present your business in the best possible light.

03 **THE SOLICITOR** Legal Structure & Protection

Heads of Terms, the Share Purchase Agreement, warranties, indemnities, and what legal due diligence involves — demystified for the business owner.

04 **THE TAX ADVISER** Tax Planning & Pre-Sale Structuring

Capital Gains Tax, Business Asset Disposal Relief, the difference between an asset and share sale, earn-out arrangements, and the value of restructuring well ahead of a transaction.

05 **THE WEALTH MANAGER** Life After the Sale

What to do with the proceeds, investment strategy, tax-efficient structures, and planning the transition from business owner to private investor.

The closing panel is where the day earns its value — five specialists in the room together, taking your questions as a collective. It is the conversation that does not exist anywhere else in the market.

SCHEDULE OVERVIEW

9:00am	<i>Arrival & Breakfast</i>
9:15am	Welcome & Introduction
9:30am	Session One — The Broker
10:15am	Session Two — The Accountant
11:00am	<i>Coffee</i>
11:15am	Session Three — The Solicitor
12:00pm	<i>Lunch</i>
12:45pm	Session Four — The Tax Adviser
1:30pm	Session Five — The Wealth Manager
2:15pm	Open Panel — All Five Specialists
2:45pm	Close & Documentation
3:00pm	<i>Networking</i>

A full session-by-session breakdown, pre-reading materials, and your documentation pack are provided upon confirmation of your place.

The Practical Detail

DATE	To Be Confirmed Contact us to register your interest
TIME	9:00am — 4:00pm Formal close 3:00pm · Networking until 4:00pm
VENUE	The Chamberlain Hotel 132–135 Minorities, Tower Bridge, London EC3N 1NU
INVESTMENT	£495 + VAT per person
PLACES	15 maximum — strictly limited
CATERING	Breakfast and lunch provided throughout
ON CONFIRMATION	Onboarding pack, pre-reading, and session documentation sent in advance

The Acquisition Collective hosts a year-round programme of M&A focused events and workshops at The Chamberlain Hotel, London. The Exit Blueprint forms part of a two-workshop series alongside The Acquisition Blueprint.

Is This For You?

The Exit Blueprint is for owners of established, profitable businesses who are thinking seriously about a sale — whether that is in the near term or further down the road. The earlier these conversations happen, the better the outcome tends to be.

- ✓ Your business turns over £1m or more
- ✓ You have never sold a business before and want to understand the process properly
- ✓ You want to know what your business is genuinely worth — and what moves that number
- ✓ You want to understand your tax position before you agree to anything
- ✓ You want to meet the right advisers without the pressure of a live deal
- ✓ You want to leave with a framework and documentation you can refer back to

"With only 15 places, the room stays small by design. You will have genuine, direct access to every specialist throughout the day — not a seat in an auditorium."

ONLY 15 PLACES AVAILABLE

Register your interest or make an enquiry

T 01869 222 617
E theacquisitioncollective@gmail.com
W www.theacquisitioncollective.co.uk

£495

PER PERSON + VAT

Breakfast & Lunch Included