

## How Your Investors will Exit

Which of the following fit your goals best?

I want my investors to make money when I sell the company in 5-7 years. Before the sale, I will invest everything I have into making the company an attractive target for acquisition by a bigger company.

I want my investors to make money when I sell the company in \_\_\_\_\_ years. I will look for a values-aligned buyer or maybe sell the business to my employees. My investors will have to be patient because this could take some time.

I would be open to considering the sale of my business, but I don't want to be pressured to sell it to the wrong buyer. I would like my investors to get paid out of profits/cash flow on a regular basis so that they are not in such a rush to have me sell the company.

I want my investors to get paid when I take the company public.

I want my investors to get paid by selling their investment to someone else.

I want my investors to stay with me forever and only exit if they really need their original investment back.

I want my investors to get paid an amount over time that equals a certain multiple of their original investment and then exit once they've reached that multiple.

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