



You're In Charge®

## 80/20 Chart

BERI Study shows that 20% of all business owners are "rich and ready to go," while 80% are "stay and grow."

For the 80% ... For the 20% ... BUSINESS INTELLIGENCE INSTITUTE **Entity** Sales to Planning/Valuation **Outside Buyers** Sales to **Owner** Management Compensation **Team** Internal & **Executive** Sales to **External** Compensation **ESOP Transfers Family Succession Capital Planning** Raising Retirement **Acquisitions Planning Estate IPO Planning** 

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