

# #SA Expertise

## Three Reasons to Consider a Future After Your Business

You've probably spent your entire adult life thinking about your business – growing it, nurturing it and, hopefully, enjoying the rewards. But at some point, you will start thinking about a future beyond your business for a number of reasons.

Scary? For some, yes. After all, there are many, many questions to answer: What do you want your life after the business to look like? Do you want to remain engaged in the business or is it time to sell? And if you do sell, what kind of relationship do you want to have with the new owner? Do you want to keep working? What about your family? Your employees? There are lots of issues to think about.

These are difficult, yet critical questions, and the time to start answering them is now before circumstances force you to do it. There are many issues affecting your future and the future of your business. Here are a few of them to consider:

### **1. Do You Have a Succession Plan?**

Despite only 30 percent of businesses surviving into the second generation, many aftermarket businesses do not have a succession plan. If you don't have a succession plan, it's time to make one. But what if no one is willing or able to take over the business when you're ready to move on? That will certainly change your view of the future.

### **2. Competitive Environment**

The aftermarket distribution landscape certainly looks different than it did even five years ago. Publicly traded distributors now own approximately half of all the stores in the aftermarket. And these large distributors will keep getting bigger, adding advantages and economies of scale that will affect how you operate your business – even perhaps your ability to stay in business. No

one can predict the future, but from a market perspective, your business may never be more valuable.

### **3. Personal Goals**

You may be getting to a point where you want to pursue personal goals outside of the day-to-day focus required to run your business. You may desire the freedom that selling a business provides you and your family. Stay informed on market dynamics, valuations and trends. Knowing what your business is worth today will help you plan for tomorrow.

Is it time for you to consider selling your aftermarket distribution business? Call the experts – Schwartz Advisors. With unmatched industry expertise and experience, Schwartz Advisors provides leading-edge and comprehensive M&A advisory services to middle-market light-vehicle and commercial truck aftermarket companies and investors. SA's team of automotive and transportation industry executives and industry leaders brings their proven expertise to merger and acquisition opportunities and strategic growth opportunities. For more information, please visit [www.schwartzadvisors.com](http://www.schwartzadvisors.com) or contact SA CEO Rick Schwartz at [rschwartz@schwartzadvisors.com](mailto:rschwartz@schwartzadvisors.com).