

Engage with Us to Succeed



We have enhanced our **business valuation** and **succession planning** services.

You've built your business over long years of hard work. It's taken time and money, and you've built it to last. As you approach retirement, though, you'll want to be sure that it will continue to operate. This is your chance to leave a legacy through your business.

It's never too early to start planning. Ideally, the process should begin 5 years before your planned exit, though every bit you do will help. A valuation provides a vital first step and will ground your understanding of what your business is worth on the market.

Northspan is a regional leader in business valuation and succession planning. Your support team will be led by Bob Palmquist, Northspan's Vice President of Finance & Business Development, who has been an Accredited Business Appraiser through the Institute of Business Appraisers since 2010.

Deliverables you can expect with our process:

- 1 A business valuation report** that includes recommendations for value enhancement
- 2 A succession plan** tailored to your business's unique situation, with input from a team of professionals, including but not limited to:
 - Succession facilitator
 - Legal counsel
 - Financial advisor
 - Accountant
- 3 An emergency succession plan** document to help you prepare for the unexpected.

Did you know?

Grant support could cover up to 50% of the cost for businesses with less than 50 employees located in rural Minnesota & Wisconsin.

Related Services that we offer:

- Strategic planning facilitation
- Financial feasibility for growth
- Economic impact assessments
- Workforce attraction through **NORTHFORCE**
- Commercial real estate information and demographic data through **Northland Connection**

To learn more contact Bob Palmquist at bpalmquist@northspan.org or 218.481.7737