

Statistics of Note*

1. Between year 2000 and 2025, more than 90 million people in the US and Canada will be retiring. (Boomers)
 2. Baby Boomers have been the most affluent and influential generation in human history.
 3. Expected that Boomers will transfer **\$10 TRILLION** in accumulated wealth to the next generation.
 4. Vast majority of this wealth is held as stock in **more than 12 million** privately owned businesses.
 5. More than 70% of these businesses are expected to change hands between 2005 and 2020.
 6. Only 28% of private business owners have done any exit planning.
 7. A study done in 2004 of 300 former business owners who had sold their businesses in the last year showed that 75% of the sellers felt the sale did not accomplish their personal or financial objectives.
 8. Approximately 70% of business owners elect to exit by selling to a third-party buyer
 9. Average time needed to sell a small business: 6-18 months.
- Statistics from studies by Robert Avery, Cornell University, and Richard Jackim and Peter Christman, of Exit Planning Institute.