



THE  
**SUCCESSION  
BREAKTHROUGH  
PLANNER™**

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Many business owners are stressing over succession. They want to unlock the value of their business and find a way to monetize it.

They want to plan for transition and not just any plan. One that gives them Peace of Mind.

They also want to find a way to keep more of that monetized value to provide for their lifestyle going forward.

And they want to make sure that the business and wealth they have created will be in great hands after they are no longer around.

**These successful entrepreneurs have questions like:**

- If I sell this business will the money I receive be enough to provide for my lifestyle?
- What will my life look like after transition?
- If I'm running behind, how can I regain and increase my momentum?

The self-directed planning session on the pages that follow has been used successfully by other business owners to jump-start the vision process, gain clarity, and launch into the beginning stages of momentum.

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This planner will guide you through the beginning steps you can follow to help you get inertia on your side, and will address 3 of the 4 foundational keys of continuity planning (and don't worry, we'll discuss the 4th key a bit later).

For now, let's take a look at the first three:

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## 01 Focus And Vision For Where You'd Like To Be

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## 02 Clarity Regarding Where You Are Right Now

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## 03 The Specific Opportunities To Be Captured To Move Forward With Confidence

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One quick comment. There is proven power in writing things down (the brain to hand to pen connection). So, I recommend printing a copy of the planner, if you haven't done so already, and making notes below each question or prompt as thoughts and ideas come to you. It will take about seven minutes to complete and that's if you're moving kind of slow...

Let's get started!

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# 01 Focus And Vision For Where You'd Like To Be

If you could describe your ideal picture, what would it look like?

As great as that question is, it is sometimes too broad, and difficult to conceptualize. Fortunately, an easy way to get momentum is to think through and answer a few smaller questions.

Let's start with those below.

01. What is your time frame? Meaning, at what point would you like this move (whatever it may look like) to take place?

02. On a scale of 1-10, how important is business legacy to you? In other words, is it important to you that your business lives on in some form beyond you? Take a moment to define what that legacy could be:

NOT IMPORTANT  1  2  3  4  5  6  7  8  9  10 IMPORTANT

03. What role, if any, might family members play in your plan?

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**04.** Are there key employees that would be involved in your next big move?

**05.** On a scale of 1-10, how concerned are you about taxes? (For example the capital gains tax resulting from a sale of your company).

NOT CONCERNED   1   2   3   4   5   6   7   8   9   10   CONCERNED

**06.** Regarding financial independence, what does that picture look like to you?

**FOR EXAMPLE**

- a. What do you see as your involvement in the business going forward?
- b. What interests or pursuits would you spend more time on if you could?
- c. How might you be able to impact causes that are important to you?

**Alright, you've made it this far, and hopefully ideas are beginning to formulate! Let's move on.**

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# 02 & 03 Clarity On Where You Are Right Now And Opportunities For Improvement

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In his book, “Outliers”, author Malcom Gladwell refers to a “10,000 Hour Rule” as a level of experience needed to reach upper levels of competency in any field.

I’m no Gladwell, but I have spent thousands of hours working with successful business owners, and in that time our team has identified several “opportunities” that many entrepreneurs have in common.

These are openings or gaps between where they are now and the completion of their ideal picture.

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Take a moment now to look at these opportunities for improvement, and to indicate those that apply to you.

01. My business is totally dependent on me. I can't remember the last time I went to bed at night not thinking about what was going to happen in the business the next day or the next week.

DOES NOT APPLY     APPLIES TO ME

02. When it comes to taxes, I feel like I'm paying more than my fair share.

DOES NOT APPLY     APPLIES TO ME

03. On a scale from 1 to 10, indicate how exposed your assets are to lawsuits and other threats? "1" = I think I'm in good shape, and 10 = I feel like I have a target on my back.

NOT EXPOSED    1   2   3   4   5   6   7   8   9   10    EXPOSED

04. I'm not sure the right team is in place to be able to continue to build the business without me.

DOES NOT APPLY     APPLIES TO ME

05. I'm uncertain about how to allocate funds from the sale of my business to create low stress, passive income to provide for my lifestyle going forward.

DOES NOT APPLY     APPLIES TO ME

06. I worry about the political and economic environment in general and how this might impact my plans going forward.

DOES NOT APPLY     APPLIES TO ME

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# 04 The Fourth Foundational Key To Succession Planning

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As I mentioned early on, many people feel like they just don't know where to start.

Believe it or not, if you've spent at least a few minutes on the exercises leading up to this point you already have at least a partial head of steam!

You're already seeing more clearly the opportunities that you have in front of you, and a clearer, more direct path to how you're going to make this happen is beginning to emerge.

This vision, clarity and focus are the first 3 foundational keys of great succession planning.

Now, what about the 4th key?

Noted author Napoleon Hill gave us the 4th key over 80 years ago, when he said "The starting point of all achievement is DESIRE".

Yes, that DESIRE is the remaining Foundational Key, and you've shown desire as you have taken the time to make your way through this planner.

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# Where Do You Go From Here?

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The only limitation on what this transition or exit will look like for you is your imagination.

This is one of the reasons I find succession planning and working with business owners to accomplish this monumental step to be so fascinating and rewarding. Each situation is a bit different, in its own way. There is no place for cookie cutter solutions.



If you have questions, you can reach me anytime via email at [dand@topturncapital.com](mailto:dand@topturncapital.com).

*To Your Success!*

DAN DARCHUCK