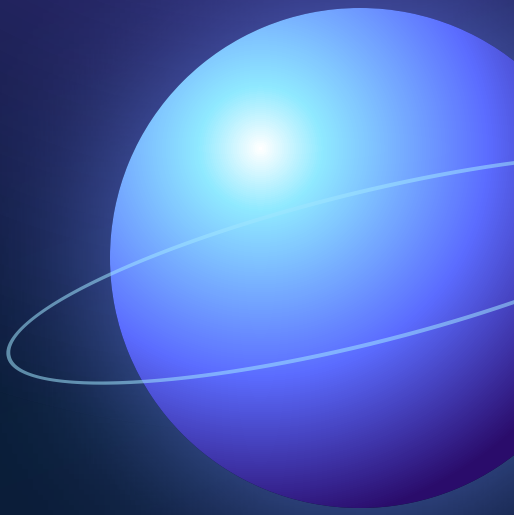
EXIT ARCHITECTS

The 8 Gaps Buyers Test For

An exit readiness checklist for owners of $1M to $50M+ revenue businesses. These are the eight areas buyers and their diligence teams pressure test before they agree on a price.



How to use it: work through each gap and check only what you could prove to a buyer today with documents, not intentions. Unchecked boxes are your priority list.

THE 8 GAPS BUYERS TEST FOR

1 Owner dependence

Can the business sell, deliver and decide without you for 30 days?

- [ ] Key customer relationships are held by someone other than the owner
- [ ] A manager or team runs daily operations, pricing and hiring
- [ ] Licenses, bonding and key vendor accounts are not tied only to the owner

2 Customer concentration

Would losing your largest customer change the deal?

- [ ] No single customer or channel carries an outsized share of revenue
- [ ] Top accounts are under written contracts or agreements
- [ ] New customer sources are documented and repeatable

3 Revenue quality

How much of next year's revenue can a buyer count on?

- [ ] Recurring, contracted or repeat revenue is tracked and growing
- [ ] Margins are reported by service line or product
- [ ] One-time or peak-year revenue is separated from run-rate

4 Undocumented systems

Could a new owner run the playbook from what is written down?

- [ ] Core processes are documented in SOPs a new hire can follow
- [ ] Pricing, estimating and dispatch rules are written, not memorized
- [ ] Systems of record hold customer, job and financial data

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5 Management depth

Who leads when you step back?

- [ ] A second layer of leadership is in place and accountable
- [ ] Key employees have retention incentives tied to a transition
- [ ] A successor or next-generation plan exists, even if informal

6 Financial records

Will your books survive a quality of earnings review?

- [ ] Monthly financials are accrual based and closed on time
- [ ] Personal and non-business expenses are separated
- [ ] Add-backs are documented with invoices and payroll detail

7 Value expectations

Is your number supported by the business, or by hope?

- [ ] You know your adjusted EBITDA, not just revenue or net income
- [ ] You know the multiple range buyers apply in your industry
- [ ] You know the gap between today's value and the number you need

8 Plan and timeline

Is the exit a process, or a single event you will start later?

- [ ] You have a target date and a preferred exit path
- [ ] Value-building priorities are ranked and assigned
- [ ] Tax, legal and personal financial plans are coordinated

Know your gaps. Get your plan.

Every box you could not check is a place a buyer will push on price or terms. The Blueprint measures where you stand on each one and ranks the fixes most likely to raise what you walk away with. The Blueprint is a 30-day sprint.

Book a confidential 30-minute call: **exitarchitects.co/book**