

# Lifepath

## INSTRUCTIONS

Lifepath is a simple informative exercise that will allow you to project yourself into the future. This exercise is worthwhile because it puts into perspective your objectives and expectations with respect to the evolution of your business, your shareholders, and your family, if the latter is involved in your business or in your transfer or succession project.

Several tables are proposed for this projection exercise. By dividing your lifepath into four trajectories: your own trajectory, that of your business, that of the ownership of your business, and if necessary, that of your family, you will be able to determine your lifepath.

In each table, complete the first column, “Current situation,” by using words, figures, questions, images, or symbols to describe the current characteristics of your own situation, of your business, of the ownership of your business, and if necessary, of your family.

Next, reread what you have noted in each table. Repeat the exercise for the situation in five years, in ten years, and in fifteen years for each table.

Finally, in the last column, indicate the conditions that will be required and the actions that will have to be undertaken for this evolution to occur.

You can do this exercise with the partners at your business or at the one that you wish to take over and, if necessary, with the members of your family.

# Lifepath

YOU (Incumbent or Successor / Buyer)					
	The Situation				Conditions and actions to foresee
	Currently	In five years	In ten years	In fifteen years	
Training					
Experience in the industry					
Management experience					
Entrepreneurial projects					

# Lifepath

THE BUSINESS					
	The Situation				Conditions and actions to foresee
	Currently	In five years	In ten years	In fifteen years	
General state					
Revenues					
Number of employees					
Products					
Market					
Top Management					
Organizational structures					
Financing					



# Lifepath

OWNERSHIP (Shareholders)					
	The Situation				Conditions and actions to foresee
	Currently	In five years	In ten years	In fifteen years	
Shareholders from the family (if necessary)					
External shareholders					
Limits					
Entry conditions					
Exit Conditions					

# Lifepath

THE FAMILY					
	The Situation				Conditions and actions to foresee
	Currently	In five years	In ten years	In fifteen years	
Father					
Mother					
Children					
Others					