

Factor	Points
1. My patients/clients are well cared for after I leave. They have quality care and feel valued.	
2. My staff is treated well and free from concern for their future.	
3. My retirement (lifestyle and obligations) is more financially secure.	
4. My estate is enhanced so I can provide for the next generation.	
5. My obligations as an owner are finished; I am free from mental stress.	
6. I am able to continue to influence the operation and reputation of my practice, e.g., I am able to mentor and support the new owner.	
7. I feel I will have left a legacy for others to continue and build upon, either in my business or my industry.	
8. I am positioned in my industry to remain active and engaged, e.g., in teaching, advising or as a public speaker/consultant.	
9.	
10.	

Leaving What You Love Ranking Exercise
 by Pamela Dennis, PhD
 Author of [EXIT SIGNS: THE EXPRESSWAY
 TO SELLING YOUR BUSINESS WITH PRIDE AND PROFIT](#)
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