**What are your ‘Drivers’?**

An internal motivation to ensure the well-being of the family

An internal motivation to ensure the well-being of the business

A desire to ensure that the succession, legacy, transfer is completed in an orderly fashion

Major external changes

Is there stakeholder pressure? (family, employees, trusted advisors…….)

Is there dissatisfaction with the current situation?
   If so, how is it manifested?

Is there a problem or problems to be overcome?
   If so, how is it manifested?

Is there recognition and acceptance that there is a problem to be overcome?

Are there opportunities to be exploited?

Is there pressure to improve performance?

Is competition improving?

Do you believe that the current management team has all the necessary skills to manage the business?

Does the management team work effectively as a team?

Does the management team hold a well shared and deeply understood perspective of the future?