

Who's the boss?

Business ownership:

Who's in, who's out and who's holding back

Who wants in



58%

of investors would like to **start a business**



73%

say tax reform makes owning a business **more attractive**

Who's holding back

Heirs don't want to take over



82%

of heirs would **rather have the cash** than the business

Millennials resist too

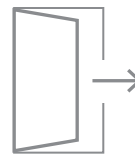


80%

of Millennials say the **stress of owning a business** is too high

Who wants out

Strong economy spurs desire to cash out



41%

of business owners looking to **exit in next five years**

"I plan to sell my business." | **52%**

"I want family to take over." | **20%**

"I'm closing." | **18%**

But business owners aren't taking steps to sell

Never had business appraised | **58%**

Have no formal exit strategy | **48%**

Have no structures in place to shield sale proceeds | **37%**



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