



Planning your exit strategy

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Mamas

PRIVATE  ISLAND



The beginning...

*“Whether success or failure, you
need to move forward.”*

The momentum is what is critical.”

- Frederique Dame





❖ 6 clinics – in ACT and Sydney

❖ Team of over 65 people

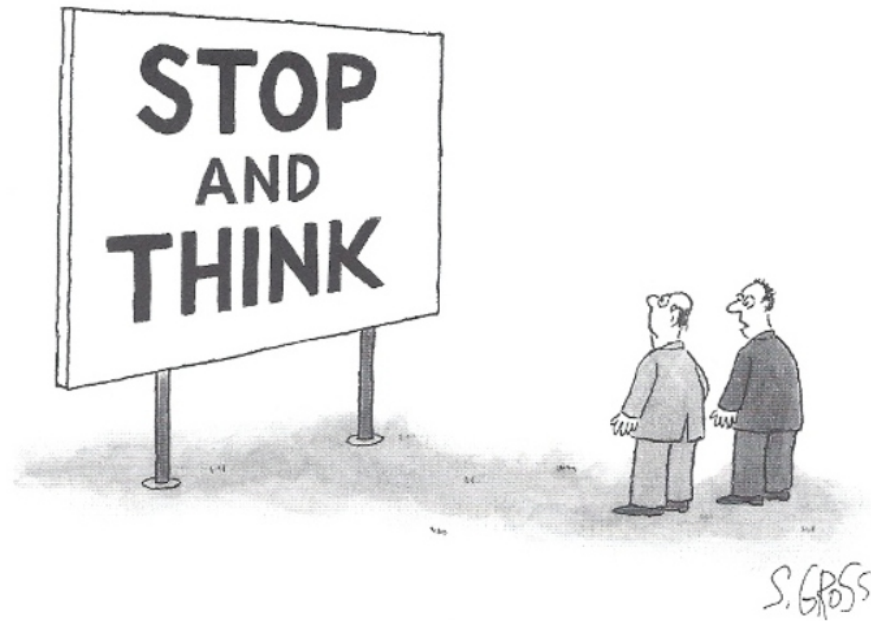
- Nurses
- Doctors
- Medical Director
- Client Service Managers
- Support Team
 - CEO
 - Director
 - Regional Business Managers
 - Bookkeepers
 - Marketing Manager
 - Graphic Designer
 - Education Coordinator
 - Head of Nursing



The exit...

November 2017 Clear
Complexions Pty Ltd was
acquired by ASX listed Vita
Group Pty Ltd.

What is your
motivation...



Prepare
your
business
for your
exit...

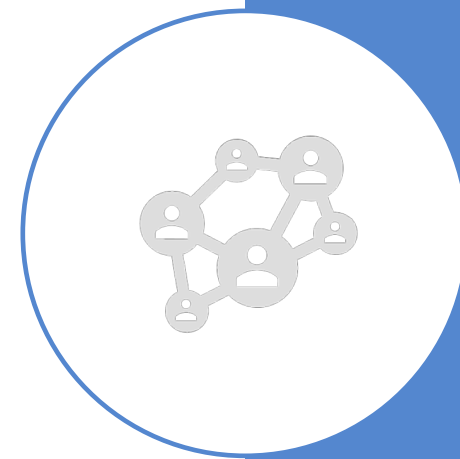
*“The meeting of preparation and
opportunity generates the offspring
we call luck”*

-Tony Robbins

Brand

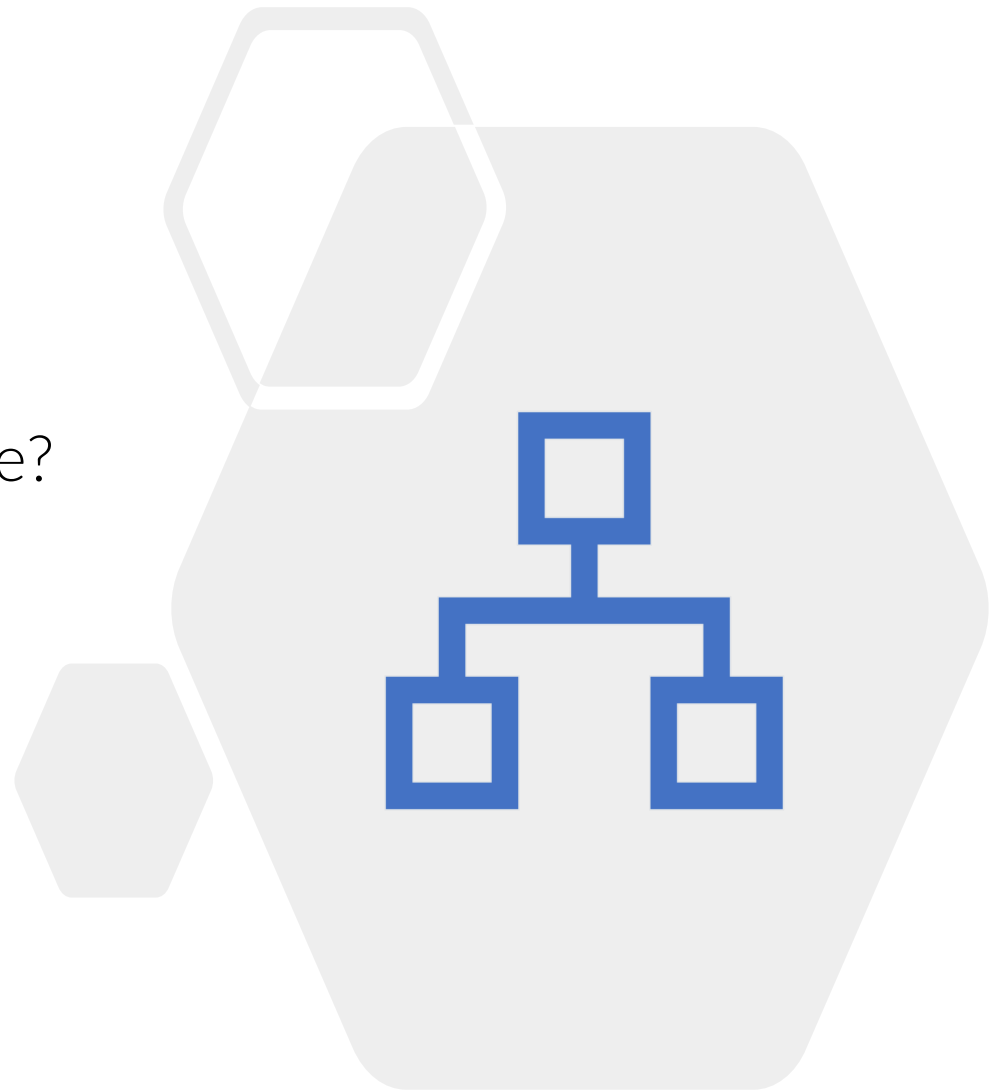
- Who are you?
- How do you communicate that internally and externally?

Develop your Brand Strategy



Structure

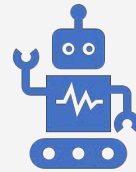
- What is your organisational structure?
- How will that need to change?



Your Service Offering



Streamline your
offering

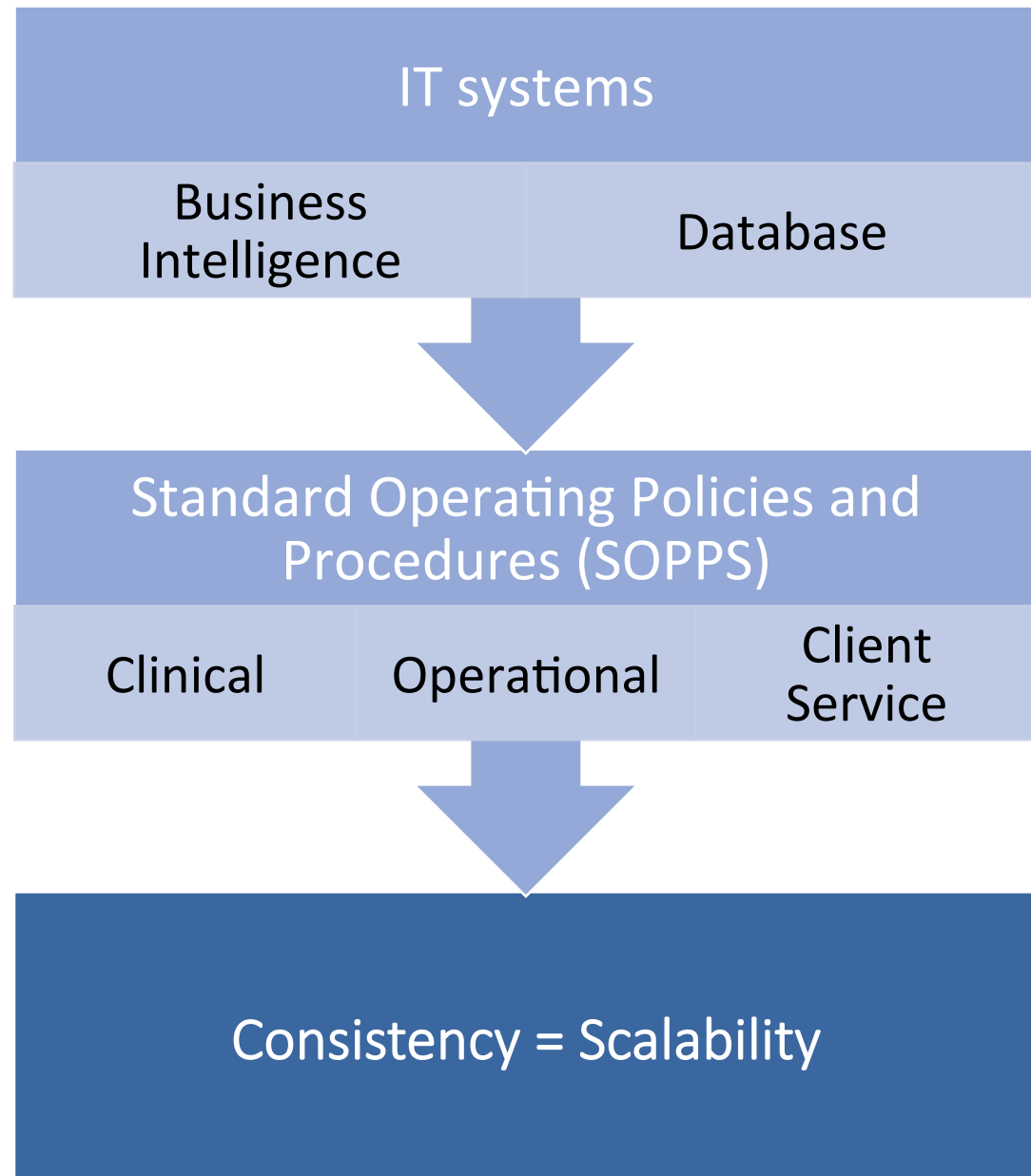


Future proof your
technology



Supplier
relationships/
service contracts

Systems and Processes



Your People



HR – contracts,
position
descriptions etc



Education and
Professional
Development



Culture and Values

Prepare yourself

- Manage your team through change
- Test adaptability and resilience
- Loss of control/identity





*The enemy of a great
life is a good one.*