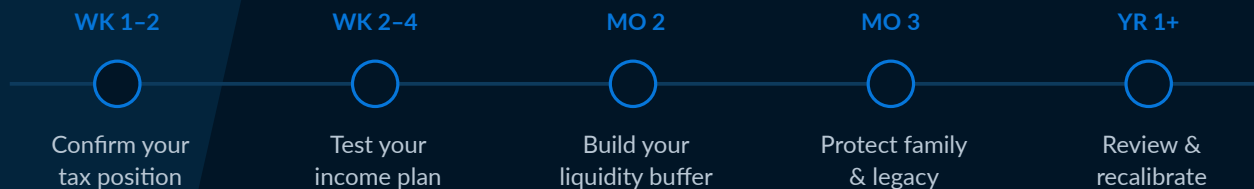


FOR AUSTRALIAN BUSINESS OWNERS SELLING THEIR ASSET

The 90-Day Business Sale Aftercare Checklist

FIVE PRACTICAL STEPS TO PROTECT WHAT YOU'VE BUILT



One clear strategy for your wealth, business and family.

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Why the first 90 days matter

Most business owners spend months preparing for the sale — valuation, due diligence, negotiation — and almost no time planning what happens once the money lands. Yet the decisions you make in the first 90 days after settlement often shape the next 30 years.

The tax position is largely locked in by how the sale was structured. The income plan, the liquidity buffer and the estate documents are still wide open — and a few of them have deadlines that start ticking from settlement day.

THE FIVE STEPS AT A GLANCE

1

WEEKS 1–2

Confirm your tax position

CGT outcome, concession eligibility, contribution capacity and structure health — before any investment decisions.

2

WEEKS 2–4

Test your income plan

Real numbers for net proceeds, spending targets and other income sources — stress-tested, not guessed.

3

MONTH 2

Build your liquidity buffer

A multi-year reserve in stable assets so a market dip never forces you to sell growth assets cheap.

4

MONTH 3

Protect family & legacy

Will, powers of attorney and super death benefit nominations aligned with your new asset position.

5

EVERY 12 MONTHS

Review & recalibrate

Spending range, tax settings, estate documents and risk level — reviewed annually, not after a scare.

BEFORE YOU START

This checklist is general information only — it flags matters you may wish to raise with your financial adviser, accountant and solicitor. It does not take account of your objectives, financial situation or needs.

Confirm your tax position

The tax outcome of a business sale is largely set by how the sale was structured — and several planning opportunities have deadlines that start at settlement. Get a clear picture before you make any investment decisions.

YOUR CHECKLIST

- ☐ **Confirm the CGT position on the sale with your accountant.** Ask explicitly which small business CGT concessions (if any) apply, and in what order they are claimed.
- ☐ **Check the eligibility basics.**
Active asset tests, aggregated turnover and net asset thresholds — connected entities count.
- ☐ **Calculate your super contribution capacity.**
Concessional and non-concessional caps for this year and prior years, including any carry-forward amounts.
- ☐ **Review the health of trust and company structures.** Past distributions and retained earnings affect what you can do next with sale proceeds.
- ☐ **Diarise time-sensitive deadlines.**
Some planning opportunities expire within weeks of settlement — put dates in the calendar now.
- ☐ **Keep clean records of every entity and contract.**
Settlement documents, agreements and valuations — you'll want them for later steps.

THE QUESTION WORTH ASKING

If nobody has confirmed in writing which concessions you're using and in what order they apply, ask the question directly. Sequencing errors are one of the most common — and most expensive — post-sale mistakes.

Test your income plan

Going from business owner with lumpy income to retiree living off capital is a bigger shift than most people expect. A sustainable income plan starts with real numbers — not a rule of thumb like 'four per cent should be fine'.

YOUR CHECKLIST

- ☐ **Confirm your net sale proceeds.**
After tax, after any super contributions, after repaying any sale-related debt.
- ☐ **Set an annual spending target.** Essential costs first, lifestyle spending second — a conservative number beats an optimistic one.
- ☐ **List every other income source.**
Super pensions, rent, dividends, distributions — and your possible Age Pension timeline, even if it's years away.
- ☐ **Stress-test the plan against an early market downturn.**
Poor returns in the first few years of drawing on capital do the most damage — model it before it happens.
- ☐ **Decide on a personal cash reserve.**
An amount set aside for surprises, separate from your invested capital.
- ☐ **Ask your adviser for a spending range, not a single number.** A sustainable corridor that flexes with markets is more realistic than one fixed percentage.

WHY THE FIRST FEW YEARS MATTER MOST

Two portfolios can average the same return over 20 years and end up in very different places. The difference is usually the order of returns — and whether falling markets coincided with heavy withdrawals early on.

Build your liquidity buffer

The real risk after a sale isn't that markets fall — it's being forced to sell growth assets while they're down to fund your lifestyle. A liquidity buffer buys you the time to sit out the rough patches.

YOUR CHECKLIST

- ☐ **Calculate your essential annual spending.**
A conservative estimate of what the household genuinely needs each year.
- ☐ **Hold a multi-year reserve in stable assets.** Cash, term deposits and capital-stable options — enough to cover several years of essential spending.
- ☐ **Document your drawdown rules in writing.** When you'd draw on the buffer versus sell growth assets — decided calmly, not mid-downturn.
- ☐ **Set review triggers with your adviser.**
Agreed checkpoints (for example, after significant market moves) instead of reacting to headlines.
- ☐ **Stage the big purchases.**
The boat, the renovation, the investment property — queue them up over months, not weeks, once the plan is tested.
- ☐ **Note when Age Pension eligibility might begin.**
Even partial entitlements change the maths on how large the buffer needs to be.

WHAT A BUFFER ACTUALLY BUYS

Time. A household that can live off stable reserves through a downturn avoids selling growth assets at depressed prices — and gives compounding a chance to recover.

Protect family and legacy

After a sale, there's often a gap between what you intend and what your documents actually say. Super in particular doesn't follow your will — it follows the fund's trust deed and your death benefit nominations.

YOUR CHECKLIST

- ☐ **Review your will against your new asset position.** A will written before the sale may not reflect the size or structure of what you now hold.
- ☐ **Check your enduring powers of attorney.**
Current, appropriate, and held by someone who can act if you lose capacity.
- ☐ **Review your super death benefit nominations.**
Binding where intended, in date, and consistent with the rest of your estate plan — lapsing nominations catch many families out.
- ☐ **Talk to an estate lawyer about trusts.**
Where family circumstances warrant it, structures can change how wealth passes — and how it's taxed.
- ☐ **Write down your intentions for the family.**
Not always legally binding, but documented expectations prevent a lot of conflict later.
- ☐ **Store key documents somewhere findable.** And make sure at least one other person knows where they are.

THE UNCOMFORTABLE ONE

Clear nominations, current documents and honest family conversations are the cheapest insurance you'll ever buy after a business sale. Ambiguity is what makes lawyers rich.

STEP 5

EVERY 12 MONTHS

Review & recalibrate

The plan you build in year one won't be the right plan in year five. Markets move, tax and super rules change, and life happens. Review annually — on a date you choose, not after a scare.

YOUR ANNUAL REVIEW CHECKLIST

- ☐ **Check performance against the plan.** Expected return ranges met or missed — and why.
- ☐ **Reset your spending range for the year ahead.** Based on current portfolio value and market conditions.
- ☐ **Revisit tax and super settings.**
Contribution caps, pension rules and entitlement thresholds move most years.
- ☐ **Update estate documents after family changes.** Marriages, separations, births, health events — documents drift out of date quietly.
- ☐ **Check you're still comfortable with your risk level.**
It usually shifts as the years pass.

YOUR NEXT STEP

Book a 30-minute Post-Exit Strategy Session

We'll review where you stand against this checklist and map out your highest-priority next steps. No cost, no obligation — just clarity.

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