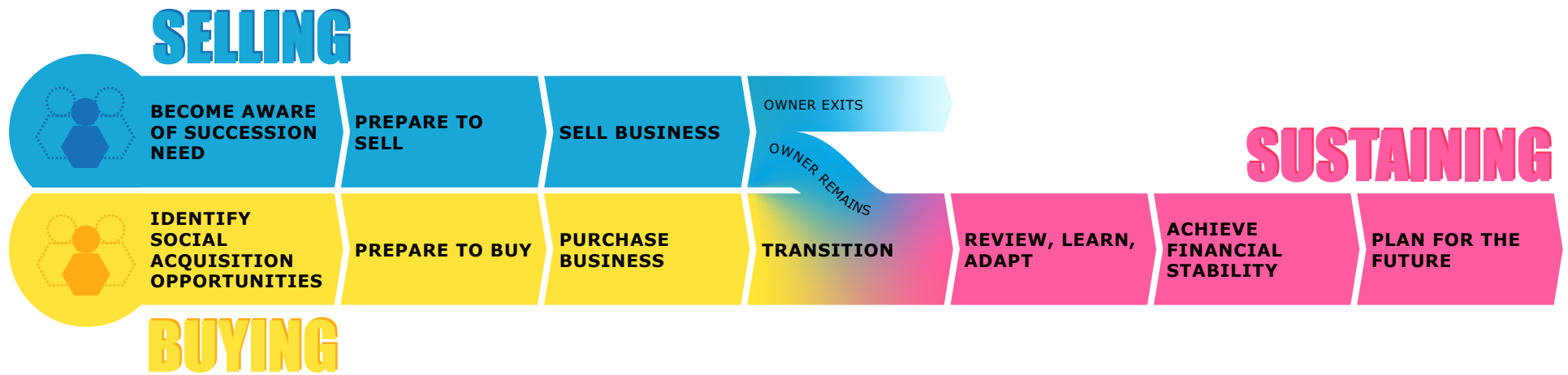**TRADITIONAL ENTERPRISE** → **SOCIAL ENTERPRISE**

an organization or program that is mission-driven, aiming to sell goods or services to earn a revenue, while achieving positive social, cultural, and/or environmental results

SELLING

BECOME AWARE OF SUCCESSION NEED

PREPARE TO SELL

SELL BUSINESS

OWNER EXITS

OWNER REMAINS

SUSTAINING

BUYING

IDENTIFY SOCIAL ACQUISITION OPPORTUNITIES

PREPARE TO BUY

PURCHASE BUSINESS

TRANSITION

REVIEW, LEARN, ADAPT

ACHIEVE FINANCIAL STABILITY

PLAN FOR THE FUTURE

LEGACY LEADERSHIP LAB
SOCIAL ACQUISITION PROCESS MAP V2.1
PREPARED 10/05/2020

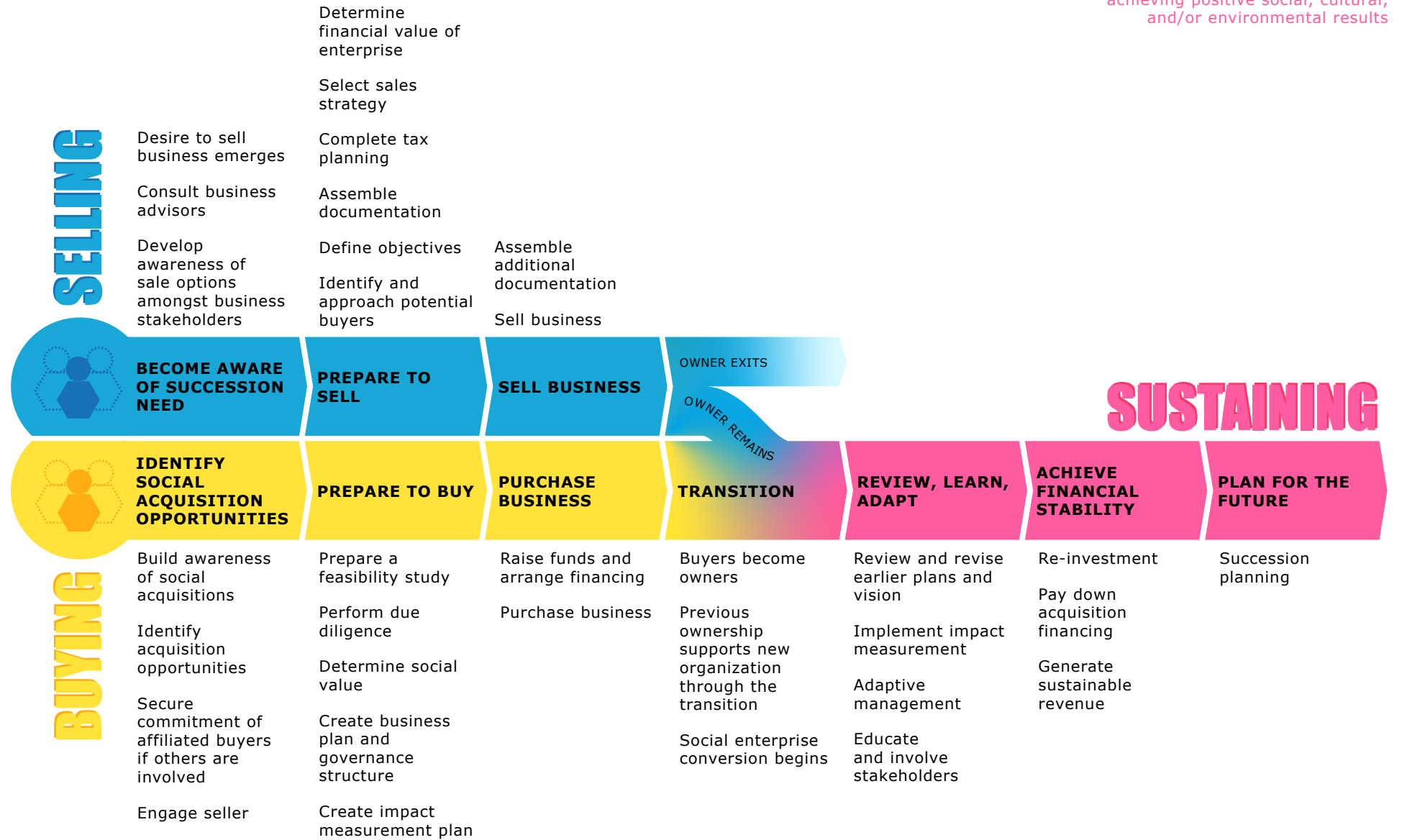**TRADITIONAL ENTERPRISE** → **SOCIAL ENTERPRISE**

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SELLING

BECOME AWARE OF SUCCESSION NEED	PREPARE TO SELL	SELL BUSINESS	OWNER EXITS / OWNER REMAINS
Desire to sell business emerges	Determine financial value of enterprise	Assemble additional documentation	
Consult business advisors	Select sales strategy	Sell business	
Develop awareness of sale options amongst business stakeholders	Complete tax planning		
	Assemble documentation		
	Define objectives		
	Identify and approach potential buyers		

SUSTAINING

BUYING

IDENTIFY SOCIAL ACQUISITION OPPORTUNITIES	PREPARE TO BUY	PURCHASE BUSINESS	TRANSITION	REVIEW, LEARN, ADAPT	ACHIEVE FINANCIAL STABILITY	PLAN FOR THE FUTURE
Build awareness of social acquisitions	Prepare a feasibility study	Raise funds and arrange financing	Buyers become owners	Review and revise earlier plans and vision	Re-investment	Succession planning
Identify acquisition opportunities	Perform due diligence	Purchase business	Previous ownership supports new organization through the transition	Implement impact measurement	Pay down acquisition financing	
Secure commitment of affiliated buyers if others are involved	Determine social value		Social enterprise conversion begins	Adaptive management	Generate sustainable revenue	
Engage seller	Create business plan and governance structure			Educate and involve stakeholders		
	Create impact measurement plan					

TRADITIONAL ENTERPRISE ———————————————————→ **SOCIAL ENTERPRISE**

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Sell business

BECOME AWARE OF SUCCESSION NEED	PREPARE TO SELL	SELL BUSINESS	OWNER EXITS

OWNER REMAINS

SUSTAINING

IDENTIFY SOCIAL ACQUISITION OPPORTUNITIES	PREPARE TO BUY	PURCHASE BUSINESS	TRANSITION	REVIEW, LEARN, ADAPT	ACHIEVE FINANCIAL STABILITY	PLAN FOR THE FUTURE

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Social enterprise conversion begins

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highlight = unique process for social acquisitions