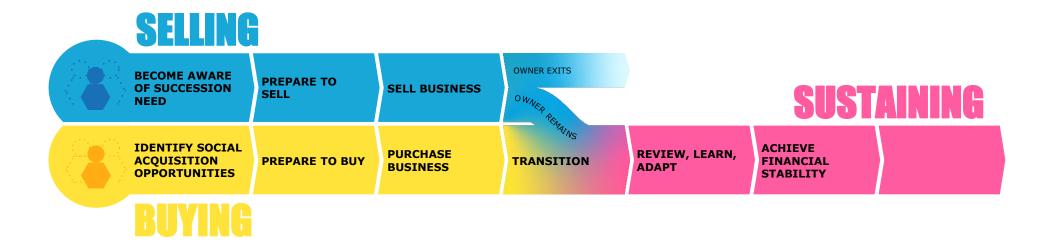
Simplified acquisitions process map

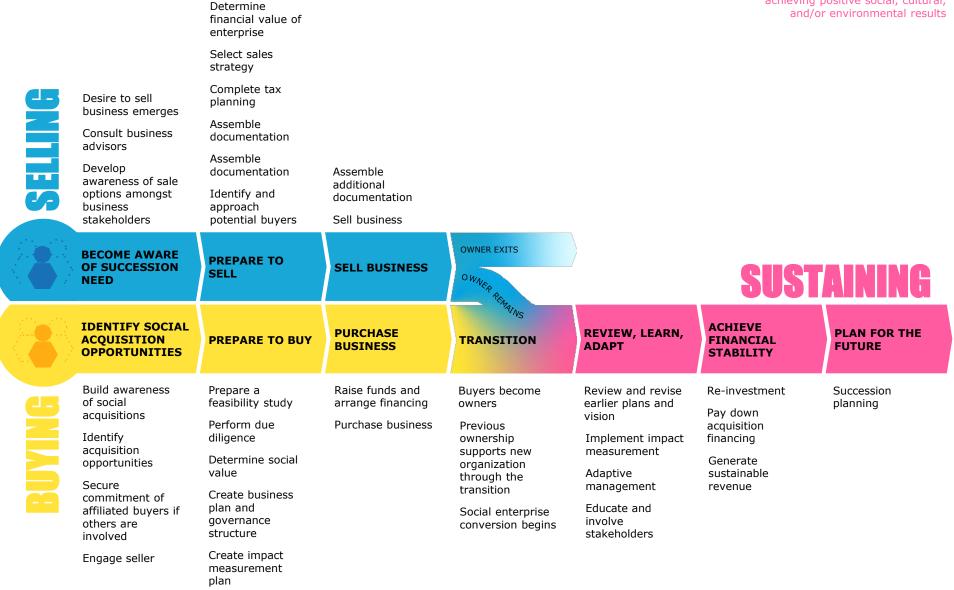
SOCIAL ENTERPRISE an organization or program that is mission-driven, aiming to sell goods or services to earn a revenue, while achieving positive social, cultural, and/or environmental results

> PLAN FOR THE FUTURE



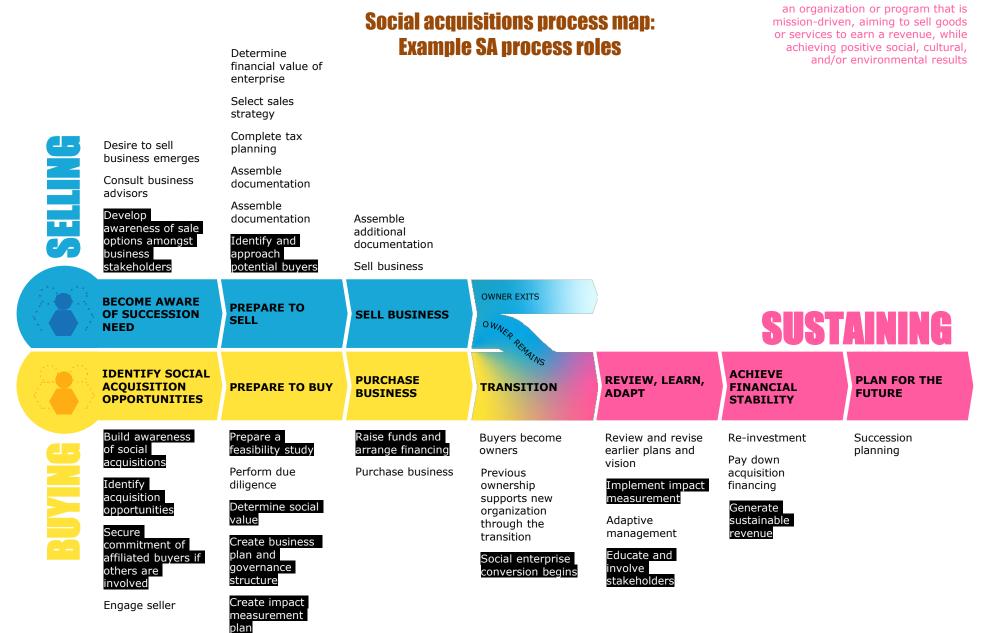
Traditional acquisitions process map

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

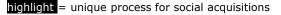


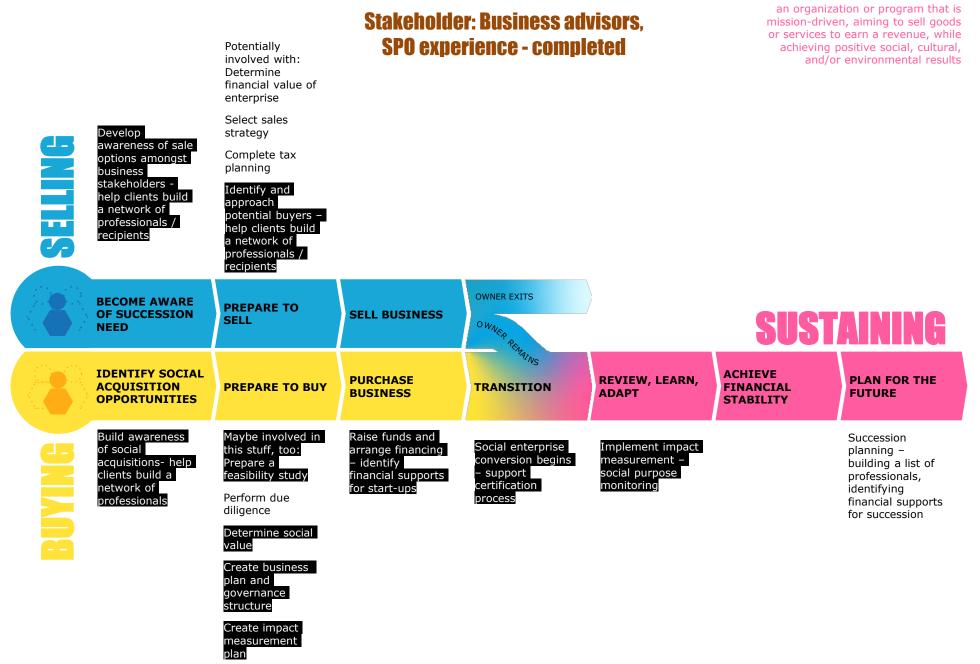
LEGACY LEADERSHIP LAB

SOCIAL ACQUISITION PROCESS MAP V2.1 | SLIDES VERSION PREPARED 10/05/2020



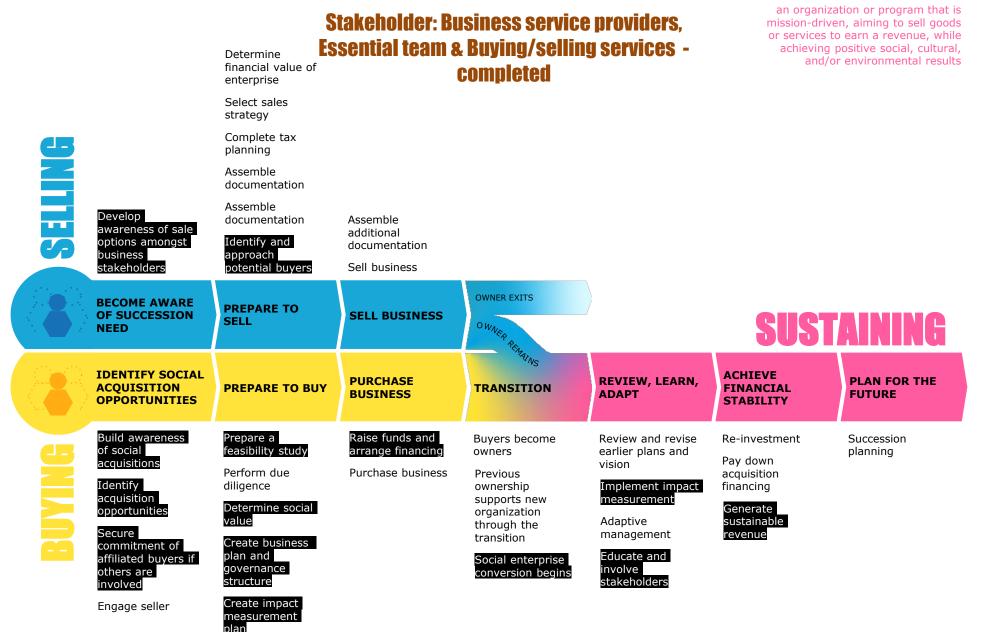
LEGACY LEADERSHIP LAB SOCIAL ACQUISITION PROCESS MAP V2.1 | SLIDES VERSION PREPARED 10/05/2020



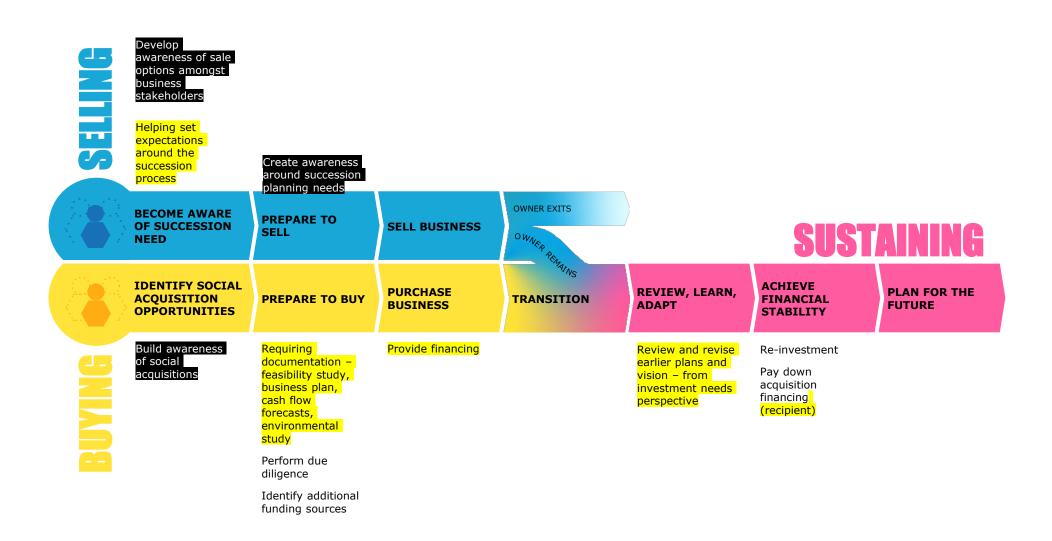


LEGACY LEADERSHIP LAB

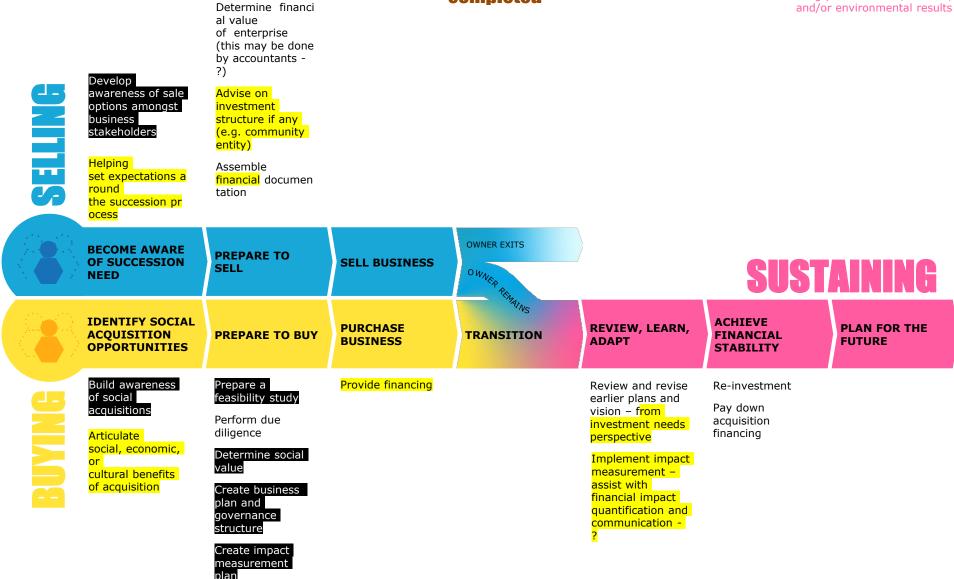
SOCIAL ACQUISITION PROCESS MAP V2.1 | SLIDES VERSION PREPARED 10/05/2020



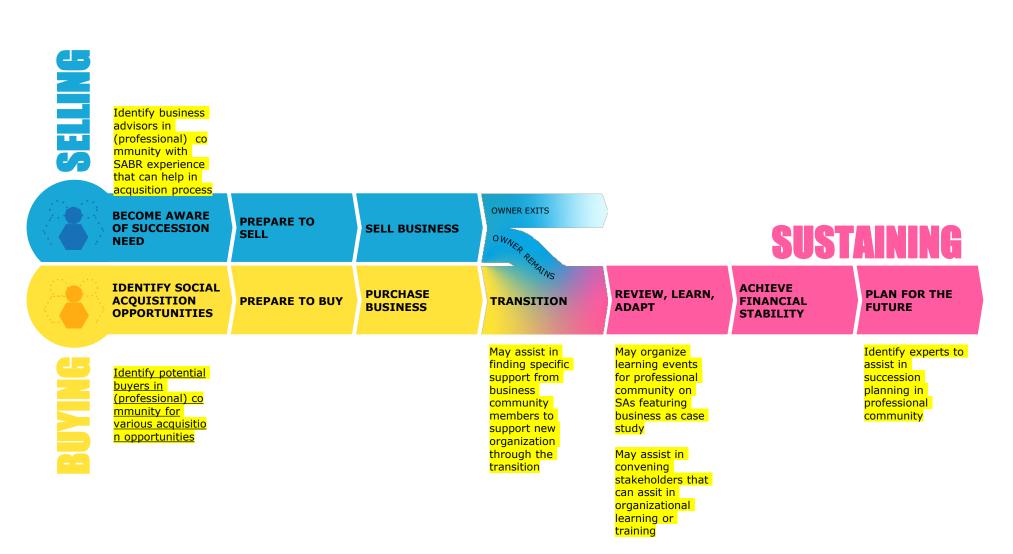
Stakeholder: Traditional financing & investment services - completed

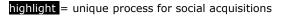


Stakeholder: Social finance providers completed

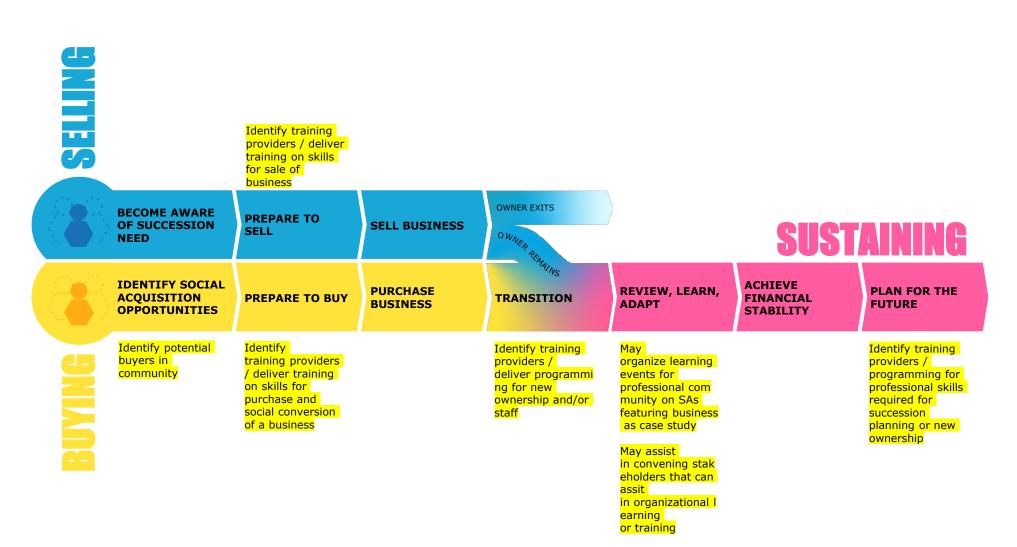


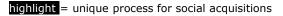
Stakeholder: Economic & workforce development: economic development focus completed





Stakeholder: Economic & workforce development: labour focus & education focus completed





Stakeholder: Social inclusion areas - completed

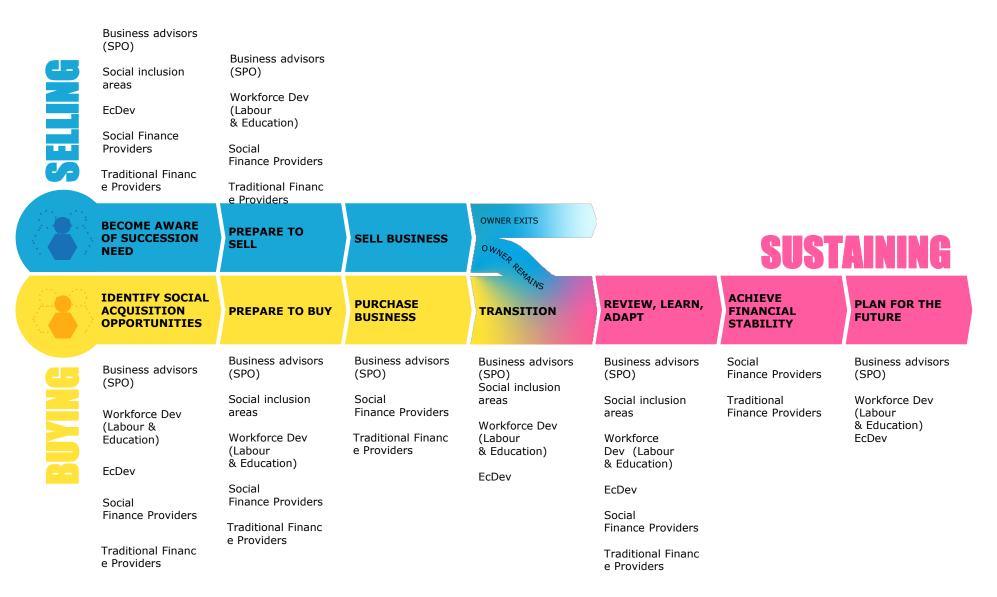
an organization or program that is mission-driven, aiming to sell goods or services to earn a revenue, while achieving positive social, cultural, and/or environmental results

SELLING	Build awareness of effects for / on social inclusion stakeholders						
	BECOME AWARE OF SUCCESSION NEED	PREPARE TO SELL	SELL BUSINESS	OWNER EXITS O WNER REPAR		SUST	AINING
	IDENTIFY SOCIAL ACQUISITION OPPORTUNITIES	PREPARE TO BUY	PURCHASE BUSINESS		REVIEW, LEARN, ADAPT	ACHIEVE FINANCIAL STABILITY	PLAN FOR THE FUTURE
BUVING		Understand the unique options for taxation, ownership and incentives – not sure what they mean by this Develop business plan and options for social inclusion ownership model		Inclusion of ownership population profile in marketing and business planning for customer attraction	Educate and involve all / business stakeholders on effects for social inclusion stakeholders		

SOCIAL ENTERPRISE

ALL STAKEHOLDERS

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



LEGACY LEADERSHIP LAB SOCIAL ACOUISITION PROCESS MAP V2.1

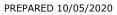
SOCIAL ACQUISITION PROCESS MAP V2.1 | SLIDES VERSION PREPARED 10/05/2020

highlight = unique process for social acquisitions

Enabling support environment: example roles

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	Identify business advisors in (professional) c ommunity with SABR experience that can help in acqusition proc ess Build awareness of effects for / on social inclusion stakeholders	Identify training providers / deliver training on skills for sale of business					
	BECOME AWARE	PREPARE TO		OWNER EXITS			
	OF SUCCESSION NEED	SELL	SELL BUSINESS	OWNER REMAINS		SUST	AINING
	IDENTIFY SOCIAL ACQUISITION OPPORTUNITIES	PREPARE TO BUY	PURCHASE BUSINESS	TRANSITION	REVIEW, LEARN, ADAPT	ACHIEVE FINANCIAL STABILITY	PLAN FOR THE FUTURE
BUVING	Identify potential buyers in community	Understand the unique options for taxation, ownership and incentives		Inclusion of ownership population profile in marketing and business planning for customer attraction	Educate and involve all / business stakeholders on effects for social inclusion stakeholders		Identify training providers / programming for professional skills required for succession pla nning or new ownership
		Develop business plan and options for social inclusion ownership model			May organize lear ning events on SAs Convene learning		
LEGACY LEADE	TION PROCESS MAP V2.1	Identify training p roviders / deliver training on skills for purchase and social convers ion of a business SLIDES VERSION			focused stakeholders	rocoss for social acquis	



highlight = unique process for social acquisitions

SOCIAL ENTERPRISE