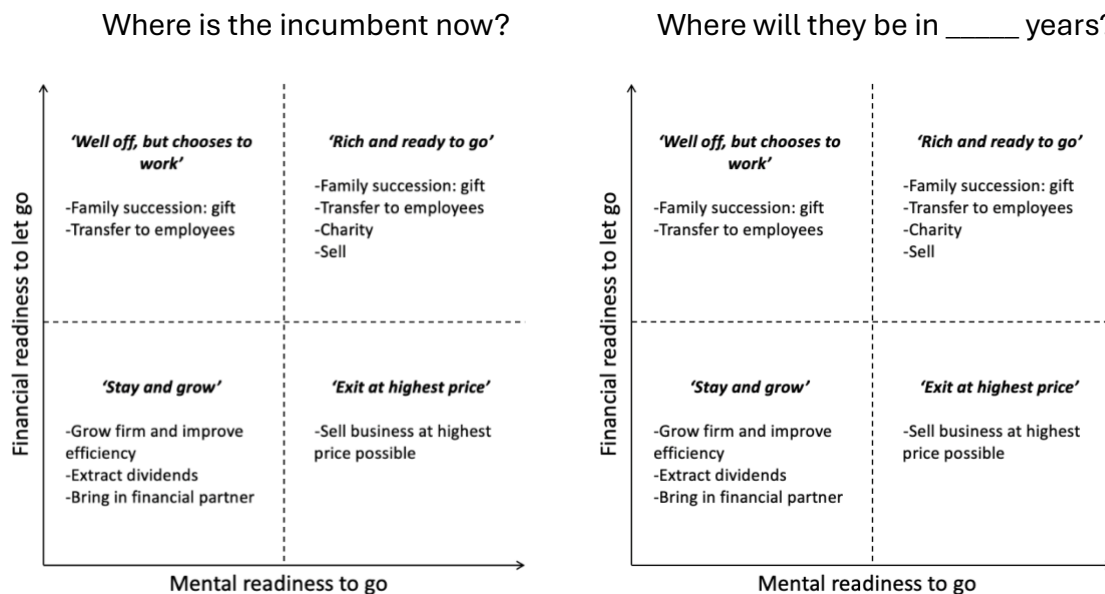


Who Will Fill My Shoes: Succession Planning for Landowners and Businesses

MODULE 4. QUADRANTS FOR EXIT AND ENTRY OF INCUMBENT AND SUCCESSOR

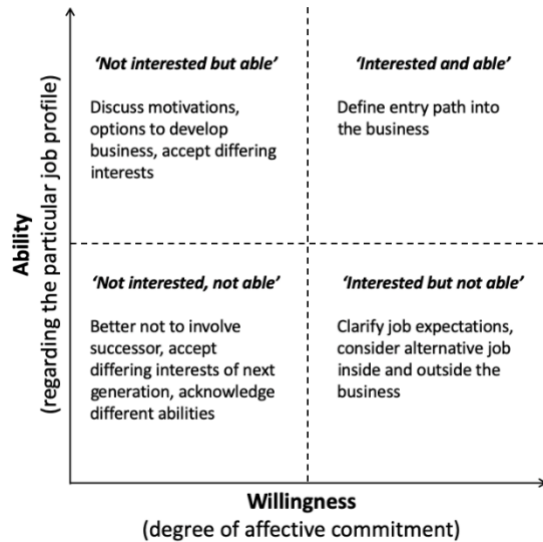
Consider the incumbents (senior generation on your land/business) and successors. Complete where they are now and where they will be in a number of years in the future.

Exit Quadrant of the Incumbent

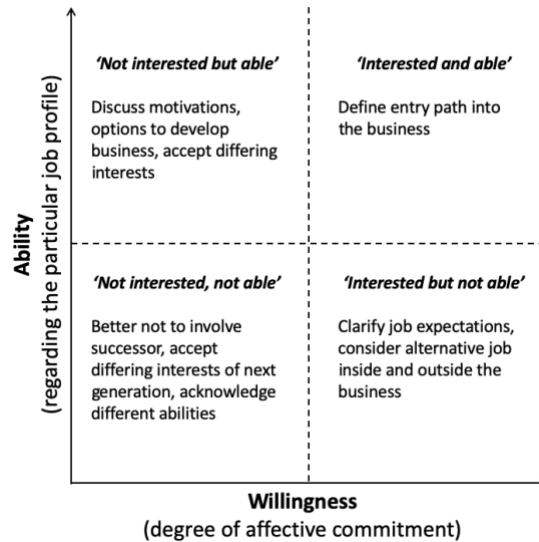


Willingness and Ability Quadrant of the Successor

Where is the successor now?



Where will they be in ____ years?



Adapted from Zellweger (2016)