

The Hidden Cost of Waiting Too Long to Exit



Most business owners spend years building value in their business. Yet when it comes to planning an eventual exit, many wait until circumstances force a decision rather than choosing the timing themselves.

For some owners, the delay comes from enjoying the business and wanting to remain involved. For others, it's simply because there never seems to be a perfect time. The business is busy, there are new opportunities ahead, or the focus remains on the next challenge rather than the eventual transition.

The difficulty is that circumstances can change quickly. Changes in health, family priorities, market conditions or personal motivation can alter future plans with little warning. When this happens, owners often find themselves making important decisions under pressure rather than from a position of strength.

Business performance can also be affected by prolonged ownership. Many businesses are built around highly capable owners whose knowledge, relationships and energy drive ongoing success. Over time, fatigue or reduced involvement can begin to influence growth, staff engagement and customer relationships.

Planning ahead creates options. It allows owners to gradually improve systems,

strengthen their management team and reduce reliance on themselves. These improvements often benefit the business immediately while also increasing its appeal to future buyers.

Importantly, exit planning does not mean an owner must sell tomorrow. In many cases, it simply means understanding current value, identifying opportunities for improvement and developing a roadmap for the future.

The owners who achieve the strongest outcomes are often those who start thinking about succession earlier than necessary. They give themselves time to prepare, adapt and make decisions on their own terms.

Whether a sale is two years away or ten, understanding your options today can help preserve flexibility and maximise value when the time eventually comes to step into the next chapter.

Own an Auckland Icon: Bridgeway Northcote For Sale

Approaching its 100th anniversary in 2027, Bridgeway Cinema is a much-loved part of Auckland's cultural landscape and a recognised destination for arthouse, independent and International Film Festival screenings.

Recently featured in the [New Zealand Herald](#), this rare opportunity includes four screening theatres, an established and loyal customer base, and additional rental income from the popular Sfera Woodfire Trattoria.

Whether you're an investor, entrepreneur, or passionate supporter of the arts, this is your chance to acquire a thriving entertainment business with a rich history and exciting future.

FOR SALE





Bridgeway Northcote
122 Queen Street, Northcote Point
Asking Price: \$1,695,000


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