

Transaction Talk: Why Your Exit Strategy Begins on Day One

By RIW on March 10, 2025



Check out the latest episode of Transaction Talk featuring Megan Kearney, entrepreneur, franchisee, and Partner at [Exit Factor Lexington](#), to discuss why every business owner needs an exit plan. Exit Factor is a business coaching and consulting firm that helps entrepreneurs increase profits, free up their time, and unlock their business's true value. In their conversation, they delve into Megan's transition from corporate life to entrepreneurship, how she identified a major gap in exit planning, and why many business owners fail to prepare for their eventual exit. They also unpack how Megan helps make businesses more sellable, explore generational differences in approaches to entrepreneurship, learn about common exit planning mistakes, and more.

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Transaction Talk is a podcast co-hosted by RIW shareholder [Eric Sigman](#) and Jennifer Fox, the president of Transworld Boston. The podcast provides a 360-degree view of the current Boston M&A market and breaks down the deal process from a business, brokerage and legal perspective.

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