

# 10 Powerful Strategies to Help You Find Purpose After You've Sold Your Business

By:  
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**Fane**  
— Financial Services

A man with a beard and a woman with glasses are sitting at a desk in an office. The man is on the left, looking down at a document. The woman is on the right, looking at a laptop. The background is a blurred office interior with large windows. Two vertical blue lines are positioned above and below the main text.

# Selling your business can feel like finishing a marathon.

## **Running an IT business is demanding.**

Liberating, emotional, and a little disorienting.

After years of high-paced decisions, client demands, and 60-hour weeks, you finally have the time, money, and freedom you dreamed of.

But then comes the unexpected question “Now what?”

This guide is about what comes after the deal is done - how to find clarity, fulfillment, and renewed purpose in the next chapter of your life.

# About me

I'm Sean Fane, and I know your world because I've lived it.

At 27, I founded my first IT distribution company. Over the next three decades, I led software distributors and IT services businesses through rapid growth, tough downturns, acquisitions, and everything in between. From start-ups with just me in a small-serviced office, to multi-million pound exits, I have experienced the highs and the lows, and made a lot of mistakes along the way. I've walked in your shoes, as a founder, a CEO, and now as a non-executive director supporting the next generation of IT leaders.

Nowadays, after qualifying as a financial adviser, I use that experience to help IT business owners, tech entrepreneurs, and senior executives (with share options) make smarter financial decisions, both personally and professionally.

## **What makes my advice different?**

I understand the structure of your business. I know how EMI schemes, earn-outs, M&A deals, and high-growth environments actually work, because I've been there myself.

You won't have to explain what a VAR is or how deferred tax on share options can bite.



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If you're looking for personal financial advice from someone who speaks your language, understands your pressures, and can guide you with clarity and confidence, then you are in the right place..



# 10

## Points we'll cover

**01 Accept that it's a transition**  
Selling your business isn't just a transaction, it's a transformation.  
You're letting go of your identity as an entrepreneur.

**Redefine what success means to you 02**  
When you were running your business, success might have meant revenue, growth, or client wins.  
Now write a new definition.

**03 Run a personal vision exercise**  
Business planning may have felt like second nature to you.  
It's time to apply those skills to planning your life, with the same clarity.

**Protect your time and energy 04**  
After selling your business, people may assume you're always available.  
You need boundaries just as much now as you did when running your business.

**05 Connect with the people you love**  
When you're in business, relationships often take a lower priority.  
Now is the time to address the imbalances.

**Explore without pressure 06**  
Now's your chance to be curious.

**07 Find new ways to create value**  
You're used to making things happen, and have more experience and skills than you probably know.

**Take control of your financial freedom 08**  
Having a large lump sum or new income stream is empowering - but can also be intimidating and stressful.

**09 Consider your legacy**  
Now that you've achieved some financial success, you may find yourself musing on some of life's big questions.

**Don't do it alone 10**  
This is a deeply personal journey, but you don't have to figure it all out by yourself.

# Point one:

## Accept that it's a transition

Selling your business is not the end, it's the beginning of something new, but it won't feel like that overnight.

For years, maybe decades, your identity has been tied to your business.

You've been solving problems, managing teams, securing deals, and spinning all the plates, and then suddenly... it all stops.

You might expect to feel only relief, freedom, and excitement, but what often follows is a strange emotional mix: a deep sense of accomplishment, blended with loss, disorientation, and uncertainty.

Don't panic, this is completely normal, and you are not alone feeling like this.

### Why it feels like an emotional whirlwind

Some of the factors that lead to these strange emotions might be:

- A loss of routine and purpose: Your days are no longer structured around goals, deadlines, and deliverables.
- A change in identity: Who are you now that you're not "the founder," "the MD," or "the boss"?
- A loss of status or connection: Your role gave you influence, respect, and access, and now that may fade or shift.
- A sense of deflation: You've spent years working toward this goal... and now that it's here, it may feel underwhelming.

A business sale happens on a day. But adapting to life afterwards takes months or even years.

Just like retirement, becoming a parent, or relocating, this is a life shift, and like any big change, it comes with stages filled with emotional adaptation:

1. Relief – "I finally did it."
2. Uncertainty – "What do I do now?"
3. Exploration – "What else is out there for me?"
4. Purpose re-formation – "What is the next chapter about?"

### Practical tips for navigating the transition

Give yourself permission to pause. If you are like me, you feel a little anxious when you aren't busy and focussed on a goal.

Goal-orientated people can feel a loss of self-worth if they aren't taking responsibility for an outcome. A psychologist would probably tell you to be kinder to yourself.

- You've earned time off. Take it!
- This is your space to reflect, recharge, and realign.
- Try to feel at ease with a slower pace for a while, and enjoy the process of decompressing. (think of this as a task if it helps).

This is a personal "offboarding" phase. You are handing over an old role to your former self, not ending your story.

# Point one:

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# Point two:

## Redefine what success means to you now

When the scoreboard changes, so must your definition of winning.

As a business owner, success would often have been very visible and easily measurable:

- Revenue growth
- Client wins
- Profit margin
- Staff expansion
- Recognition in your sector (Awards)

Once you've sold your business, those metrics are no longer yours to chase, and that can feel like a football player standing in an empty stadium after the final whistle.

Now is your chance to reframe success entirely, on your own terms, maybe for the first time in years.



### Why you need a new definition of success

Without a new definition of success it is easy to fall into the "achievement void"

I know this from first-hand experience.

- You've hit your goal, but you feel flat
- You fill the gap with new ventures you don't love, just to be busy and occupied
- You struggle to relax because you're wired to be productive
- You constantly compare yourself to other entrepreneurs still in the business sector you were in

I felt all of these things, and in all honesty, 4 months after selling the company I had worked in for 13 years, I would have handed the money back and gone back to my job if it had been offered to me.

Humans need progress and purpose. You don't stop needing those things just because you exited. I even missed the struggle, and some of the financial worries. *They were a driver!*

Having enough money to retire (or semi-retire) doesn't feel as liberating as you might think, unless you have a strong drive to achieve new things with passion.



### From "external goals" to "internal alignment"

You may no longer need to chase turnover or equity value, but you still need meaningful goals that reflect who you are now, what energises you and where you can create value

Try shifting your focus from:

Old Scoreboard	New Objectives
Profitability	Personal fulfilment
Growth targets	Freedom to choose
Client satisfaction	Relationship depth
Exit value	Time ownership
Public recognition	Inner peace

Real success now might be picking your kids up from school, mentoring a young founder, or finishing a hike with no mobile signal.

# Practical tools for redefining success

Here are some questions that might help you discover a renewed sense of purpose.

1. What does a great day look like now?
2. What brings me energy, and what drains it?
3. Who do I admire, and why?
4. What am I curious about but have never explored?
5. What do I want my life to stand for in the next decade?

Write your answers down. Sit with them. For a while when you have some quiet time. Do they feel authentic? Are you excited by them? Do you feel connected with them? You're designing your life, now that you have the opportunity to shape it.

## The "perfect week" exercise

Map out your ideal week:

- Mornings to yourself? Gym, reading, quiet time?
- Time for mentoring or light consultancy?
- A weekly lunch with your partner or a friend?
- Time to learn, travel, build something new?
- Design your life with intent.

## Vision board or "success markers" list

Create a visual or written reminder of what success looks like now. It could include:

- Experiences you want to have
- People you want to spend time with
- Personal goals (fitness, creative projects, home life)
- Contributions you want to make

Place it somewhere you'll see it regularly (like a screen saver on your laptop, or on your phone), and adjust it as your understanding deepens.

## Financial check-in to remove fear

Sometimes, entrepreneurs keep chasing because they're secretly unsure: "Do I have enough?" or "Am I enough?"

If this is based on a sense of financial insecurity, then a session with a financial planner can:

- Confirm that your exit proceeds are sufficient for the life you want to live
- Translate your cash into a portfolio of assets which provide you with income and flexibility
- Allow you to let go of money worries and focus on what truly matters to you

When you're secure financially, it will become easier to focus on your purpose.

Summary

If **success** is no longer a finish line, maybe it is living each day in **alignment** with who you are?

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You've earned the chance to build a life that's not just financially sustainable, but also personally meaningful.

# Point three

## Run a personal vision exercise

You've had a business plan, now it's time to create a life plan.

When you were running your company, you likely had KPIs, growth strategies, targets, and a vision for the next 1, 3, or 5 years. That structure would have helped you to make smart decisions and track your progress.

Now, in your post-sale life, you might benefit from similar clarity, not in terms of revenue or market share, but in terms of meaning and fulfilment.

A personal vision exercise provides direction without the pressure.

### Why a personal vision matters

Without a vision, time can drift, days can merge into weeks and you might feel busy, but directionless.

Creating a personal vision:

- Helps you filter opportunities and avoid distractions
- Gives you focus and purpose without a rigid schedule
- Replaces your old "why" with a new one
- Helps you align your daily life with your deeper values

Vision creates alignment, and alignment creates motivational energy.

### The five-area framework

Maybe use this structure to explore your life beyond business. Treat it like a life strategy session.

Life Area	Reflective Questions
Health & Energy	How do I want to feel physically each day? What habits have I neglected? What routines make me feel calm or well-rested?
Wealth & Freedom	How do I want to use my money? What would "financial freedom" mean now? What does "enough" look like?
Relationships	Who matters most? Where do I want to give more time or attention? What friendships or family ties need nurturing?
Growth & Learning	What skills or hobbies am I curious about? What books, courses or ideas have I always wanted to explore?
Contribution & Legacy	What impact do I want to make in the next phase of my life? How do I want to be remembered?



## Practical exercises to bring it to life

### Create a “next 3 years” vision statement

Write a short paragraph beginning with: “It’s [three years from now], and I’m living a life that feels right because...”

Focus on how you spend your time, who you’re with, what you’re learning, and how you feel.

This can become your compass when new opportunities (or distractions) arise.

### Choose a theme word for the year

Pick one word to guide your decisions over the next 12 months. Examples:

- Exploration
- Connection
- Balance
- Creativity
- Regeneration

Use it as a lens: “Does this support my year of exploration?”



### Review it quarterly

Life evolves, and so will your vision.

Regularly check-in with your vision:

- Am I living the life I envisioned?
- What’s working really well?
- What needs adjusting?

An hour with a coffee checking-in on your alignment a few times a year should be an enjoyable chunk of time for yourself.

## First practical steps:

1. Download a life planning template or use a blank journal to answer the five key life areas.
2. Schedule a morning next week to write your "Perfect Week" and 3-year vision statement.
3. Choose your theme word and keep it visible (on your phone, notebook, or desk).
4. Review and refine your personal vision at the start of each quarter



### Summary:

Vision isn't about being busy, it's about being intentional.

Design a life that energises, fulfils, and reflects who you are today, and who you're still becoming.

# Point four:

## Protect your time and energy

After selling your business, you may expect life to become instantly calmer, simpler, and less demanding.

But many former business owners quickly find themselves busier than ever, because they don't have a plan to say no.

Without clear boundaries, your time can become everyone else's resource:



- Old contacts want favours
- Friends want you to invest in their projects
- Charities ask you to "just get involved"
- You feel obliged to say yes because... well, why not?

Just because you're available doesn't mean you should be completely accessible to everything and everybody that requests your help or time.



### Boundaries matter

*In your business, you had:*

- *Clear goals*
- *Limited time*
- *A calendar driven by client needs or team demands*

*Now, you're self-directed, which sounds like freedom, but actually requires more discipline than you might think.*

*If you don't protect your time you may end up saying yes out of guilt or habit. You may find you have spread your energy across projects that don't fulfil you and risk replacing business burnout with post-exit burnout*



Energy and time are your most precious assets, so spend them wisely.



# Create a new “time operating system”

A useful approach is to build your own framework for how you manage your time, attention, and boundaries.

You don't need colour-coded calendars or rigid schedules, just a few key principles that you stick to when deciding if something is worth your time:

*Even if you're not working full-time anymore, create structure:*

- Designate blocks of time for meetings, emails, reading, exercise
- Keep some days completely clear for rest, travel or deep focus
- Give yourself a consistent rhythm: randomness creates fatigue

*Structure creates space.*

*If you are anything like me then your diary will either be empty...or so full that you can't keep-up with your own optimistic diary schedule.*

*Leave blank time on your calendar to be free for: spontaneous ideas, rest, reflection, realignment from the hustle and bustle.*



*You're not being selfish by saying no to things.*

- You don't have to justify why you're not interested in a new project
- You can choose not to attend every event you're invited to
- You're allowed to be hard to reach

*Your life is no longer dictated by other people's sense of urgency.*

*To protect your time, decide in advance what you're not available for. For example:*

- No unpaid advisory work unless it brings joy or learning
- No new board roles without a 30-day thinking period
- No social media arguments, time-wasting tasks, or low-yield distractions

*Write these boundaries down. Share them with your partner, assistant, or adviser.*

*Ask yourself:*

- When am I at my best? (e.g. mornings, late afternoons)
- Who or what deserves that version of me?

*Use that time for:*

- Health and wellbeing
- Creative projects or strategic thinking
- Quality time with loved ones
- Personal learning or contribution

*Don't give your best hours to the least meaningful activities.*

## First practical steps:

1. Block off your ideal weekly schedule; when you want to work, play and rest.
2. Write your top 3 time-boundaries and keep them visible.
3. Decide on your “no-go” commitments (the types of asks you'll politely decline).
4. Practice saying “Let me think about it” to avoid an impulsive “Yes!”
5. Create one full day a week with no meetings or tasks.

## Summary

You can do anything now, but that doesn't mean you should do everything.

The true luxury of post-sale life is the ability to dictate how you spend your time.

# Point five:

## Reconnect with the people you love

Success is sweeter when it's shared. Building a business takes everything: time, energy, focus, late nights, missed birthdays, and sacrificed weekends. Even with the best intentions, the people you love; your partner, children, friends, family, often take second place to the demands of the business.

After the sale, you have a unique opportunity to show up differently for them all. More present, more available, and more connected!

### Relationships are a core part of your new wealth

We often talk about "financial independence" after a business exit, but there is another, equally valuable form of wealth: Relational wealth: the strength, depth, and joy of your closest relationships.

Once the pressure lifts, many former business owners realise that previously:

- They were often physically present, but emotionally distracted
- Their partner felt like they were third in line after the business and clients
- Their friendships became transactional, or faded altogether
- Time was measured in efficiency, not connection

### Practical ways to reconnect with people that matter



#### Prioritise presence over performance

Business owners are often a little like teenagers in one respect. They often never really seem fully "present".

Now that you are no longer racing to meet deadlines, you can put your phone away during meals and conversations, be fully engaged when others speak and slow down enough to really listen to those around you.

Presence is the greatest luxury you can now afford to give.



#### Make small moments count again

Not every reconnection needs to be dramatic, so maybe start with a regular coffee with your spouse or partner (I do "elevensies" for a chat with my other half).

School runs or weekday lunches with your kids might go from what seemed a distracting chore, to quality connection-time. When was the last time you arranged a monthly catch-up call or walk with an old friend?

Go round and help your parents with something they care about. These small moments compound into stronger bonds.





## Ask better questions

Now that you're not preoccupied with business problems, you can go deeper into the lives of your friends and family.

What's is really going on in their world? What could you do together you haven't done before?

Use this season to get curious about the people closest to you.



## Heal or Rebuild Where Needed

Some relationships may have been strained during the high-stress years of running your business. It's not too late to:

- Acknowledge the pressure they carried
- Apologise where needed, without justification
- Start afresh: with actions, not just words

Show-up in your personal life, the way you showed up professionally.



## Invite Them Into Your New Chapter

Share your vision with your partner or family:

- What do you want life to look like now?
- What dreams do they have that were put on hold?
- How can you create experiences together, not just for yourself?

The exit is your family's turning point too.

### First Practical Steps:

- Identify the 3–5 most important people in your life right now.
- Send each one a message or set up a time to reconnect.
- Plan a shared experience (trip, hobby, or even a series of dinners) over the next 3 months.
- Ask your partner or children: "What's something you wish we did more of?"
- Block out non-negotiable time in your calendar for family and friends, and treat it like your most important meeting.

## Summary

Time is your new currency. Spend it on the people who matter most.



# Point six

## Explore without pressure

You spent years being productive, but now you can afford to be curious, without the sense of outside pressure.

For a little while, give yourself the freedom to explore without needing an outcome.

### **The difference between activity and exploration**

You've spent a long time doing things for the results, the return on investment or the growth they will provide. These are all outside pressures dictating that you act.

Now you can do things purely for the experience, not the outcome.

**Creativity** - You don't have to be an artist to create. You can start drawing, painting, photography, or woodworking. You might write a blog, memoir or short stories.

**Learning** - You finally have the time to learn languages, explore history, understand psychology or philosophy. All those online courses you wanted to take, but never had the time for, are now open to you.

**Travel and culture** - Travel differently now; explore new places slowly, take solo trips for reflection join a group trip aligned with a hobby or interest

**Health and inner work** - You've likely neglected your wellbeing during high-growth years. Reinvest by; establishing a new fitness or mindfulness routine, working with a personal trainer or therapist, trying meditation, cold water therapy or yoga.

**Community and connection** - Get involved in; volunteering or local charities, mastermind groups (as a mentor), shared-interest groups such as; hiking, cycling, chess, cooking, music.

### **What if you don't know where to start?**

Maybe try the '3-month curiosity plan':

1. Pick 3 things you've always wanted to try, learn or explore
2. Block time for each in your calendar over the next quarter
3. Give yourself full permission to enjoy, quit, or repeat
4. Don't track results, track how they make you feel

Exploration is progress, even if it doesn't lead anywhere "productive"

### **First practical steps:**

1. Make a list of 10 things you're curious about, but have never made time for.
2. Choose 1 creative, 1 physical, and 1 intellectual activity to try in the next 3 months.
3. Block 2-3 half-days per month for "unstructured exploration."
4. Avoid turning new hobbies into new hustles.
5. Journal how each activity feels

### **Summary:**

You spent years becoming efficient, now it's time to become enriched.

Your post-sale chapter doesn't need a 5-year plan, just space to discover life beyond achievement.

# Point seven

## Find new ways to create value

One of the unexpected challenges many founders face post-exit is the feeling that they're no longer useful. Value creation can take many forms.

### Practical ways to keep creating value



#### Mentor other founders

*Your experience is highly valuable for earlier-stage business owners who feel alone in the trenches.*

*There are a variety of ways to share your knowledge and experience with others;*

- Join a local accelerator or incubator as a mentor
- Offer office hours for founders in your industry
- Informally support younger professionals in your network
- Speak to a university or entrepreneurship programme

*Sharing your journey is a way of helping someone else succeed faster.*



#### Start something small

*You don't have to avoid all new ventures: just avoid the pressure to build another empire.*

- Maybe start a passion project that serves a niche audience
- A product you build for fun (a newsletter, app, course, or tool)
- A part-time consultancy model: on your terms

*Start small, without scaling, deadlines, or deliverables.*



#### Invest — financially or strategically

*You don't need to be a venture capitalist to invest:*

- Support one or two businesses you believe in
- Offer advisory support
- Becoming a silent shareholder, or a boardroom regular
- Join an angel syndicate to spread risk and collaborate

*Let your money and wisdom work for others and grow with them.*



#### Create content or teach

*You've accumulated rare and valuable insight. Don't let it sit idle. You could write a blog, book, or memoir. You might launch a podcast or YouTube series.*

*There are often opportunities to host workshops, or speak at an event.*

*Teaching is not just about knowledge transfer. It's a way of shaping how you understand your own journey.*



#### Serve a cause you believe in

*Your skills are needed far beyond just business. Maybe your experience could be of philanthropic value.*

- Join the board of a charity or foundation
- Volunteer your strategic thinking for a social enterprise
- Offer pro bono consulting for causes that move you
- Set up your own foundation or fund....no matter how modest



You don't necessarily need  
another business to be  
valuable.

Your wisdom, your empathy,  
your creativity and your belief  
that what you've learned can  
help someone else.

**First practical steps:**

1. Make a list of 5 ways you've created value that weren't about profit.
2. Reach out to 1 person you could mentor or support this month.
3. Choose one light project to start; something with no commercial pressure.
4. Reflect on what you want your impact to be in this next chapter.
5. Create a personal "value map" of how you'd like to contribute across business, family, community and creativity.

# Point eight

## Take control of your financial freedom

If you have achieved a successful business exit and received a significant capital sum, you have options many people only dream about. But money doesn't automatically mean feeling financially free.

Without a clear strategy, financial uncertainty, lifestyle inflation, or indecision can quietly creep in, and without structure, even a healthy bank balance can feel fragile.

Financial freedom is about being confident that your resources will take care of you, your family, and your future. Common post-exit financial challenges Even with a strong exit value, many business owners face:

- Uncertainty about how long the money will last
- Overwhelm at the sheer number of financial decisions
- Lifestyle inflation (spending more because you can, not because you want to)
- Regret from poor or rushed financial moves
- Confusion about how to balance enjoyment with preservation

### Steps to reclaim control and clarity

#### Build a personal cashflow plan

Cashflow forecasting tools are commonly used by most good financial advisers.

Work with a financial planner to model:

- What you need to live comfortably, now and into the future
- What you want to spend on big experiences, gifts or luxuries
- What your investments need to earn to support that lifestyle
- How long your capital will last at different levels of spending

A good planner doesn't just show you how much you have, they will help you model how you can use it.

### Segment your wealth into buckets

Break your wealth down into purpose-based segments, such as:

Segment	Purpose
Security	Covers essential living costs for the long term
Freedom	Funds your lifestyle, travel, fun and passion
Legacy	Supports children, grandchildren, or philanthropic goals
Growth	Invested for long-term returns and wealth-building
Liquidity	Readily available for short-term plans or emergencies

This gives you clarity, and protects your future from short-term temptations.

### Get clear on risk vs reward

There is often a temptation, after a business sale, to chase new returns to "keep growing".

This might lead to hasty decision-making, which is unhelpful.

- Define what you need your money to do
- Invest based on your goals, not market noise
- Use an adviser to filter ideas and provide an objective view



## Revisit pensions, trusts, and tax planning

With less absolute certainty over your future income, but with assets to invest, planning wisely has never been more important.

Taking advantage of tax efficiencies and estate planning structures can help you to:

- Maximise your pension (including carry-forward allowances)
- Reduce future inheritance tax exposure – which may be greater after the sale of your business
- Support your family for longer
- Ensure that your beneficiaries receive what you want them to

## Simplify where possible

After years of complexity, many former owners benefit from streamlining:

- Consolidate bank accounts and investment platforms
- Reduce admin, paperwork, and mental load
- Automate income flows, reporting, and regular reviews

Simplicity brings clarity and peace of mind.

## Summary:

You built your business to give you freedom. Now it's time to ensure your wealth delivers it.

With the right planning, you can enjoy your success without fear, stress, or second-guessing.

## First practical steps:

1. Meet with a financial planner who specialises in post-exit wealth planning.
2. Create a personal cashflow model showing lifestyle sustainability.
3. Segment your assets into purpose buckets.
4. Conduct a full review of pensions, investments, and tax wrappers.
5. Set clear monthly or quarterly rhythms for reviewing your financial life, not obsessively, but intentionally

# Point nine

## Consider your legacy

Now that your financial goals are largely met, a bigger question may be: “What do I want to be remembered for?”

This is your opportunity to think not just about what you have, but what you can do with it.

### Rethinking legacy

Legacy refers to:

- The values you pass on to your children
- The wisdom you share with founders or your community
- The time you give to causes or people that matter
- The experiences you create that your family will talk about for generations

Legacy is not just what survives you, but what spreads because of you.

### Questions to explore your legacy

Ask yourself:

- What impact do I want to make in the next 10 years?
- If I weren't here tomorrow, what would I want people to say about me?
- What values do I want my children or grandchildren to understand deeply?
- Who could benefit from what I've learned, or what I now have?

***You don't need to answer everything now, but start asking, and listening for what stirs you.***

### Practical legacy paths to consider

#### Giving while you're living

You don't have to wait until later life (or your will is executed) to make an impact on the lives of your beneficiaries. A financial adviser will explain the tax, and other benefits, of gifting assets.

This can include:

- Making annual gifts to children or grandchildren
- Supporting charities or social enterprises you believe in
- Funding scholarships, mentoring, or community projects

#### Document and pass on your wisdom

You have decades of knowledge that can outlive you:

- Record videos, write essays, or create a private blog for your family
- Share the lessons you'd want your children to remember when they face hard decisions
- Write a “legacy letter”, a personal message about what matters to you, beyond money

Legacy is emotional, intellectual, and spiritual as much as it is practical.



## First practical steps:

1. Write down three people, causes, or communities you care deeply about.
2. Draft a personal mission statement for the next 10 years of impact.
3. Explore giving strategies with your financial adviser or estate planner.
4. Schedule time to talk to your family about your values, not just your assets.
5. Consider starting a living legacy project, something that outlasts you but starts now.



### Summary:

What you do next, who you lift up and what you stand for, will define your legacy more than any number in your bank account.

# Point ten

## Don't do it alone

This next stage of your life may be deeply personal, but it doesn't have to be solitary. One minute you're surrounded by teams, clients, advisors, and goals... and the next, it's just you at home, with a blank calendar and a big question mark over what's next.

That shift can feel exciting. But for many former entrepreneurs, it also feels isolating, especially if most of your social and professional identity was tied to your business.

You don't have to navigate this next chapter alone.

### Why going it alone rarely works

Even the most independent business owners often find that life after exit brings challenges that are emotional, financial and relational.

Having people around you can help you to deal with these challenges better.

### Who should be in your post-exit circle?

#### A financial planner or wealth adviser

Your money needs to match your life, not just grow aimlessly. Look for someone who:

- Understands the emotional side of wealth, not just the numbers
- Helps you build a plan aligned with your lifestyle, goals, and values
- Communicates clearly and regularly, not just annually

A good adviser will care enough to support you to live boldly.

#### A life coach, mentor or transition specialist

You've been goal-driven for decades. But now your goals are more internal, subtle, or evolving.

A coach can help you ask yourself better questions and keep you accountable.

#### A community of like-minded peers

Your old network may no longer fit. Seek out:

- Founder or entrepreneur peer groups (e.g., Vistage, EO, E2E)
- Former business owners who've been through exits
- Mastermind groups focused on legacy, contribution, or reinvention
- Local or online circles built around shared interests or causes

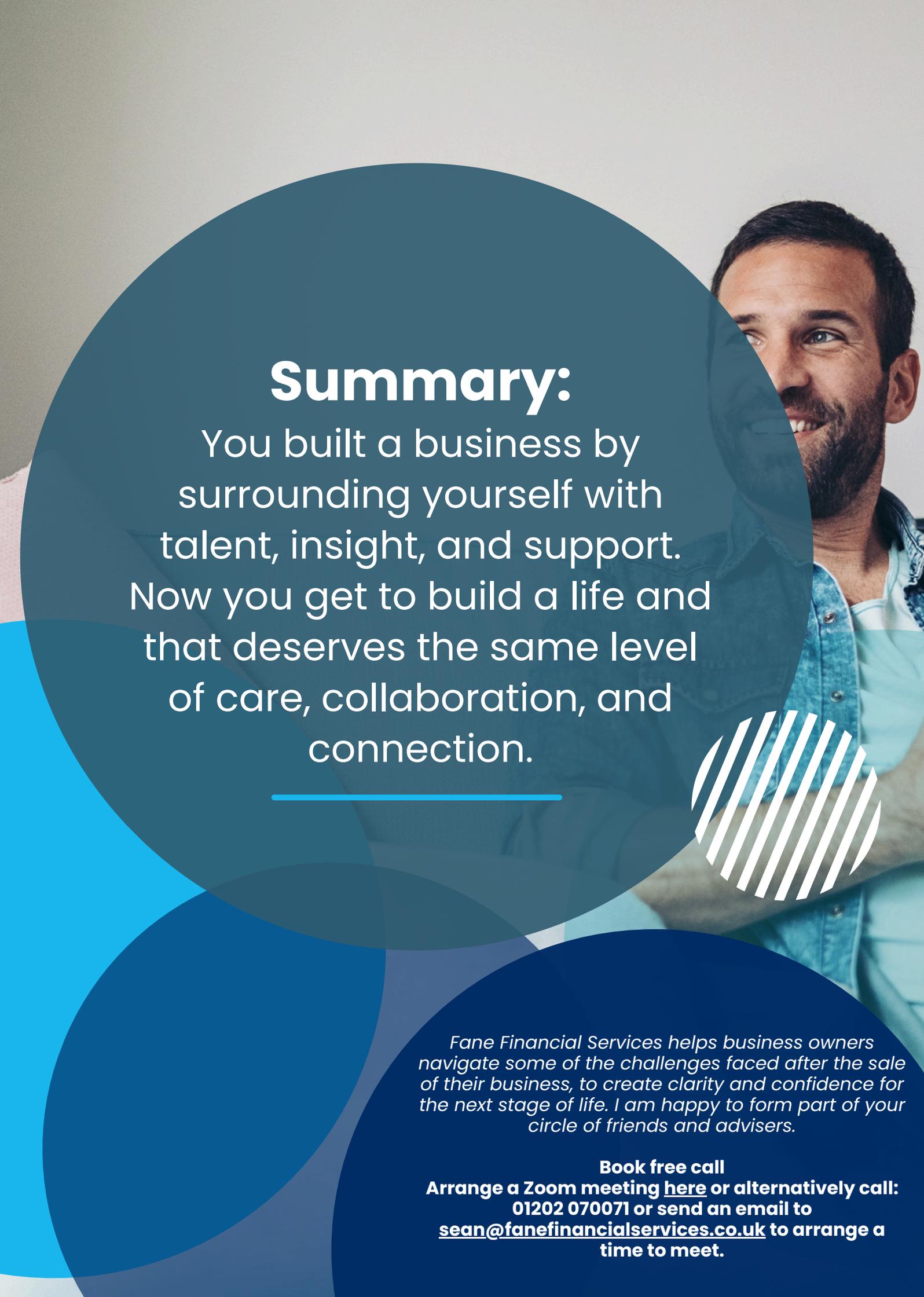
Being in a room where others "get it" removes the weight of having to explain.

#### Your Inner Circle

Share what you're thinking, dreaming, unsure about with your partner, children, siblings, or closest friends. Ask for their input and ideas.

#### First practical steps:

1. Schedule a discovery meeting with a financial adviser who understands life after business.
2. Reach out to a coach or mentor for clarity.
3. Join a group or community where you're not "the boss".
4. Organise a conversation with your partner or family about your next chapter.
5. Write down a list of people who energise and inspire you and make time to reconnect.



## Summary:

You built a business by surrounding yourself with talent, insight, and support. Now you get to build a life and that deserves the same level of care, collaboration, and connection.

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*Fane Financial Services helps business owners navigate some of the challenges faced after the sale of their business, to create clarity and confidence for the next stage of life. I am happy to form part of your circle of friends and advisers.*

**Book free call**

**Arrange a Zoom meeting [here](#) or alternatively call: 01202 070071 or send an email to [sean@fanefinancialservices.co.uk](mailto:sean@fanefinancialservices.co.uk) to arrange a time to meet.**

# THANK YOU.

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