



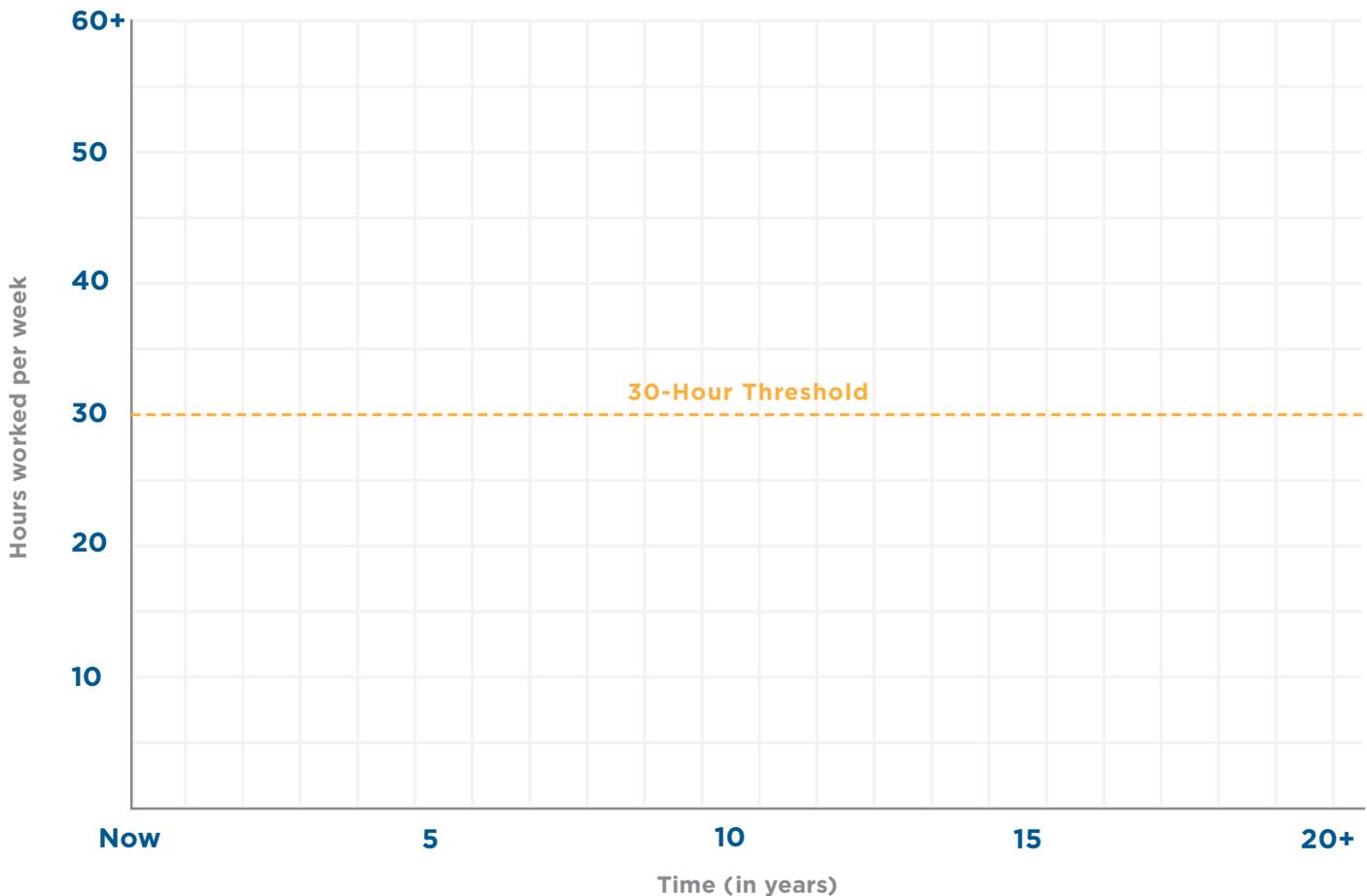
DETERMINING YOUR WORKWEEK TRAJECTORY

Plot Your Trajectory

One of the best ways to make a timeline projection is to determine how much time you want, or will realistically be able, to spend productively working in the office and create a “workweek trajectory.”

Use the graph below to plot your own workweek trajectory:

1. Mark how many hours per week you spend in the office (or diligently spend on work-related activities) per week.
2. Estimate your weekly hours for 3, 5, 8, and 10 years out. Use smaller or larger time increments as needed. *Key considerations: age, health, family obligations, retirement plans, other business endeavors.*
3. Draw a line connecting all your dots. This is your workweek trajectory.
4. Circle the point where your trajectory line crosses the 30-hour threshold.





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The 30-Hour Threshold

The line at the 30-hours-per-week level on the graph represents the “30-hour threshold.” The 30-hour threshold provides an important lesson for founders and exit planners. Very few practices can operate efficiently with the founder and primary rainmaker consistently working fewer than 30 hours per week.

The point where your workweek trajectory crosses the 30-hour threshold indicates the deadline for your plan to be in place and poised to execute (if not already executed). Using this intersection as an important milestone in your planning process allows you to protect business value and carry out your preferred transition on your own terms.

Remember, goals change. Revisit your workweek trajectory projections every 2–3 years to ensure you’re still on track.

Start Planning

1. My desired exit plan is (internal transition, third-party sale, attrition):

2. What have I already accomplished to support this plan?

3. I have _____ years before I meet my 30-hour threshold.

4. What action items are needed to achieve my desired exit in my projected timeline?

Read more at fptransitions.com/workweek or call 800.934.3303 for additional information.

