

What If a Partnership Doesn't Work Out?

Can we exit? Yes. Here's how and why the structure is designed for it

This is one of the most important questions an owner can ask. And we respect people who ask it early. Thoughtful owners understand something simple: it's easy to enter a partnership, it's much harder to exit one if it's poorly designed.

So let's address it directly. Yes, you can exit. And more importantly, the structure is designed so that if a partnership doesn't work, both parties are put back in their original position.

OUR PHILOSOPHY

If a partnership isn't working, we don't want to be in an unhappy marriage with an unhappy partner. Long-term only works when it's chosen, not enforced. Confidence in the downside allows focus on the upside.

How Other Models Work	How Broadleaf Works
– 'We're a buyer, not a seller' lock-in clauses	– Same valuation formula used at entry and exit
– Asymmetric exit rights favour the aggregator	– No moving goalposts, no surprise re-pricing
– Control concentrates, options narrow over time	– Both parties economically returned to expected position
– Uncertainty at exit creates pressure and tension	– Clarity removes tension, exit is predictable and fair
– Structure designed to consolidate, not release	– Structure designed to attract quality, not capture it

Choice Creates Confidence

When people know they can leave, something interesting happens: they relax. Partnership becomes about building something worthwhile, creating value together, and solving challenges honestly. Not about feeling trapped.

Choice increases trust. Entrapment erodes it.

- Clear shareholder agreement with transparent valuation formula
- Shares transferred at that agreed formula, no games
- No drama, no hidden traps, just clarity

We attract the highest calibre entrepreneurial owners. And those owners read contracts, understand risk, value fairness, and want choice. We respect that.

Our Goal Is Not to Unwind

While the exit pathway is clear, our intention is never to use it. We work proactively to prevent misunderstanding or drift:

- Clear expectation setting at the beginning
- Regular communication and transparent governance
- Early conversations when tensions appear
- Shoulder-to-shoulder when things get hard

Hard conversations handled well build deeper trust than smooth periods ever could. More often than not, challenging moments strengthen the relationship.

If the partnership works, we grow together. If it doesn't, we unwind it cleanly and respectfully. That optionality is not accidental, it's the result of designing the business this way from the beginning.

"We are not trying to lock business owners into an unknown journey. We're trying to attract the highest calibre entrepreneurial owners and those owners want choice. If the partnership works, we grow together. If it doesn't, we unwind it cleanly. No drama. No games. No hidden traps. Just clarity."