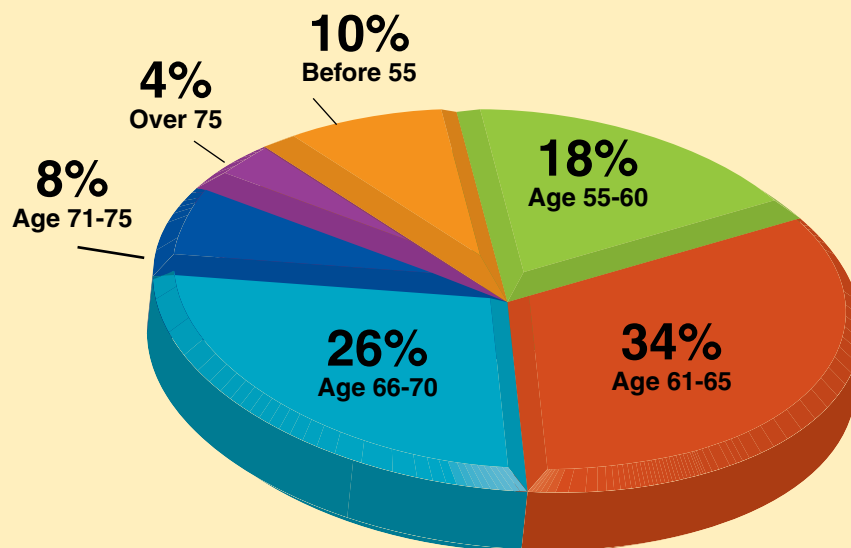


Laboratory owners' projected age of retirement

Seventy-five percent of laboratory owner-respondents to **LMT's** Exit Planning survey are over the age of 45. We asked respondents at what age they expect to retire or begin to transition out of the laboratory. Here's what they had to say:

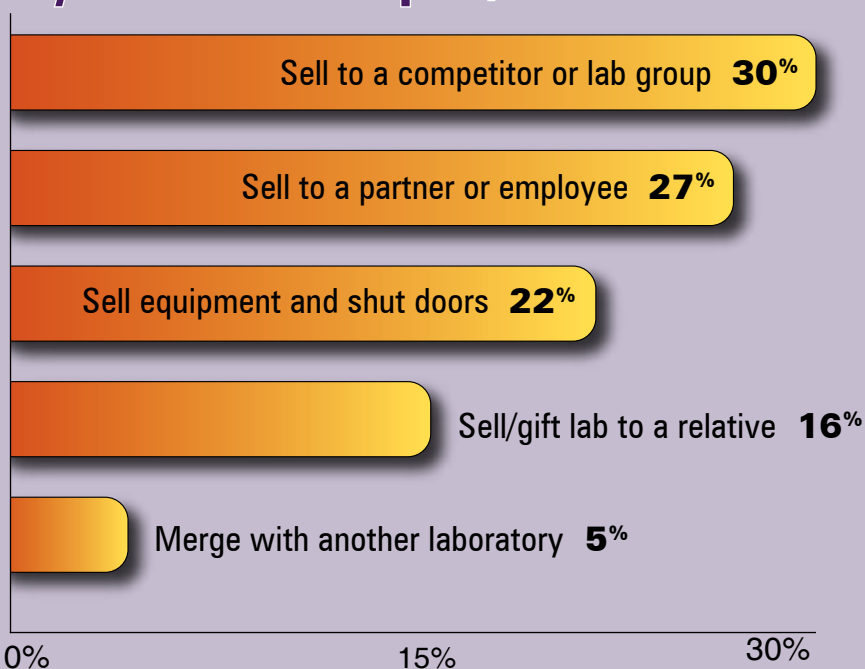


Source: **LMT** Research Department ©2008

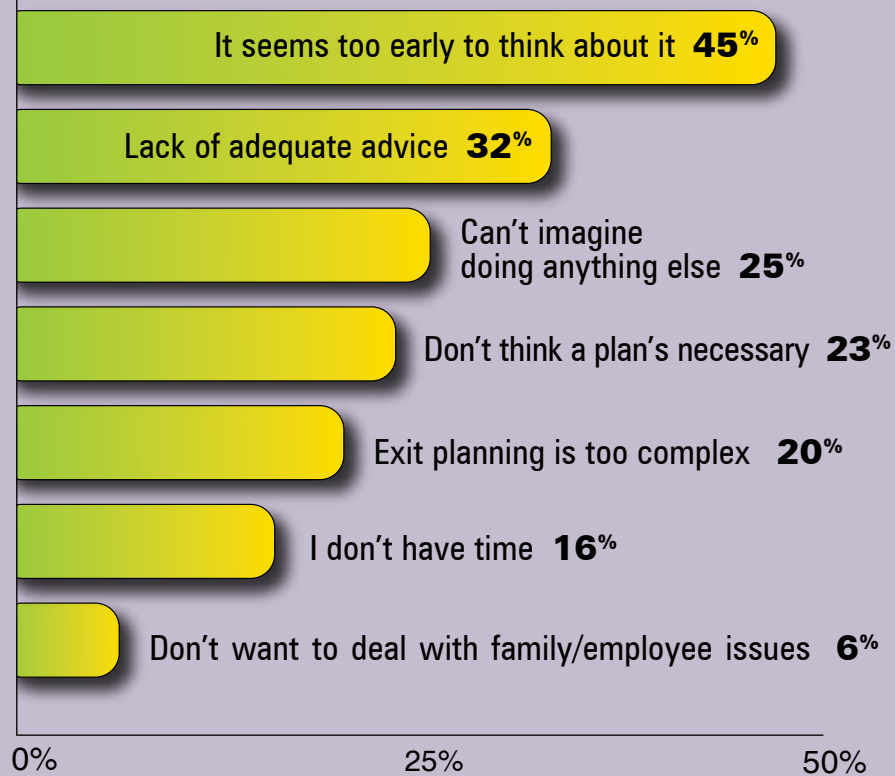
Lab owners speak out about their exit plans

We received 180 responses to the Exit Planning survey we conducted via e-mail. Here's what laboratory owner-respondents had to say regarding their plans for exiting their laboratories when it's time for retirement.

If you have an exit plan, what is it?



If you don't have an exit plan, why not?



Note: Percentages do not total 100 on this graph because respondents could choose more than one answer.

The top 6 obstacles to lab owners' exit planning*

- 54%** The laboratory is too dependent on me
- 53%** I don't know how to go about finding a buyer
- 36%** Coming up with a price for my business
- 23%** Financing for my successor
- 19%** Conflicting vision of partner/employee/relative(s)
- 13%** Getting cost-effective advice

*As reported by respondents to our *Exit Planning* survey. Percentages don't total 100 because respondents could choose more than one answer.

Source: **LMT** Research Department ©2008