**Opening Remarks – XPX Launch Meeting**

**“Good afternooneveryone!**

**I want to start by thanking you all for being here today.**

**I also would like to thank Hahn Loeser and in particular Molly Brown and Art Gibbs for hosting today’s event.**

**As we gather to launch XPX, I realize this is a bit like preparing for a business exit—meticulously planned, strategically executed, and with the hope that nobody runs for the exits too soon! But don’t worry, we won’t hit you with a due diligence checklist—at least not yet.”**

**(Introduction to XPX)**

**“On a serious note, we’re here to introduce you to something that has been making a real impact in the world of exit planning. XPX, the Exit Planning Exchange, is more than just a professional organization—it’s a collaborative network of trusted advisors who help private business owners navigate the complexities of building value, transitioning ownership, and creating a lasting legacy.”**

**(The Growth and Mission of XPX)**

**“XPX started in Boston in 2007 with a simple yet powerful vision: to bring together professionals across different industries—legal, financial, business advisory, and beyond—to ensure that business owners have the right guidance at every stage of their journey. Since then, XPX has grown organically across the country, with 22 established chapters and 4 in development—and today, we take another step forward with the official launch of the CLEVELAND chapter**

**(Why XPX Matters)**

**“With over 1,250 members, 120 sponsors, and a thriving community of 10,000+ advisors,**

**XPX is about relationships, shared principles, and creating better outcomes for business owners.**

**We are here to break down silos, foster true collaboration, and ensure that exit planning isn’t just about the transaction—it’s about the people, the businesses, and the legacies they leave behind.”**

**(What’s Ahead Today)**

**What makes XPX unique is the ability for the local chapters to chart their own course – programs, memberships and who they invite to participate.**

**We hope you will become involved and see why our community is such a valuable resource. Whether you’re an experienced advisor or just starting to explore the world of exit planning, XPX offers a platform where you can grow, contribute, and make a difference.”**

**(Closing with a Call to Action)**

**“So let’s dive in, learn more, and start building something great together. And remember—just like a well-planned exit strategy, the key to success is collaboration, preparation, and a few good people to share the journey with.**

**We have a well-formed group of dedicated professionals who have formed the base for our chapter.**

**Everyone who has been invited today, was hand selected by one or more members of the Founders or Launch Committee**

**We are here to build the community, educate others and encourage young professionals as they progress through their careers.**

**We hope that you will all consider becoming a member. We plan to take a deliberate approach to adding members to ensure we have a cross section of professionals. Some chapters have had to cap their membership to avoid a dearth of ay one profession.**

**We have a calendar of educational and social events for the rest of the year.**

**The intent is to provide educational programs so our members can continue to provide their clients with best-in-class solutions.**

**Molly has printed off the calendar and it will be posted on our website.**

**There are several launch committee members here today who will be available during the reception to answer questions you may have, or you are certainly welcome to reach out to me.**

**I’m going to turn this over to Molly and Art who will introduce today’s speaker, Ray Leach. Thanks for your interest and I look forward to working together.**