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We present a general framework linking cut-off and exit excursions for birth-and-death processes on a countable alphabet. Under suitable hypotheses, we prove that cut-off convergence towards a (local) equilibrium is accompanied by exponentially distributed out-of-equilibrium excursions. Furthermore, a typical trajectories leading to these excursions and final cut-off trajectories are related by time inversion; in particular their time lengths have identical laws. (Received July 16, 2008)