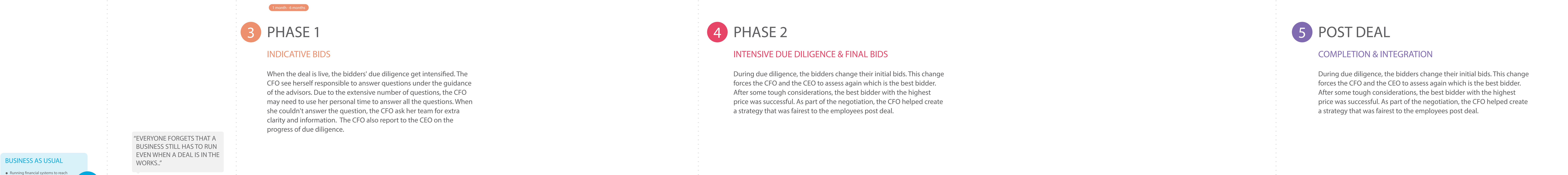


BUSINESS AS USUAL

- Running financial systems to reach good financial management (this can take years)
- A CFO needs the right team to maintain finances

STAKEHOLDER COMMUNICATION

- CFO has to report to other stakeholders, such as the CEO or the Board
- Regular reporting keeps stakeholders informed



"EVERYONE FORGETS THAT A BUSINESS STILL HAS TO RUN EVEN WHEN A DEAL IS IN THE WORKS..."

IM/DEAL PACK SHARED

- CFO determines the final bidders for full due diligence
- For a small deal, a CFO would choose data storage options like Dropbox or Box due to cost

BIDDERS BEGIN DUE DILIGENCE

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Q&A

- CFO answers bidder's operation and finance questions
- CFO discusses with CEO and advisors about best bidder
- CFO audits question trail and document changes

FINAL NEGOTIATION

- CFO determines whether the final bid will satisfy the financial goals for the business
- CFO reports to the CEO for final decision making

"AND IT'S ON. HERE'S HOPING BLAH BLAH BLAH BLAH BLAH

"HMM. BIDDER ONE IS RIFLING THROUGH XXXX A BUNCH. WONDER WHAT THAT MEANS?"

"SERIOUSLY? 25 NEW QUESTIONS BEFORE 7.00AM? I AM GOING TO LOSE MY *****"

"FINALLY, A CHANCE TO BREATHE. BUT NO TIME TO SIT BACK AND REFLECT, NOW WE HAVE TO INTEGRATE..."

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