

# Fit to Transact Insights

## More Advisors? Or Just Better Advice?



### Board Ready Thinking. Deal Tested Judgement.

Prospective buyers, investors and financiers are looking for repeatable performance and resilience. Here is a quick reference guide to the five most common advisory and leadership roles used in succession and transaction contexts. Used well, these roles reduce risk, accelerate succession and protect value. Used poorly, they are expensive window-dressing.

Role	Purpose and Authority	Typical Arrangements
Board Director <i>Core Strength</i>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Governance and oversight</li> <li><input type="checkbox"/> Potential continuation into the new structure (post-transaction)</li> <li><input type="checkbox"/> Formal decision authority</li> </ul>	Ongoing (fees + potential equity)
Advisory Board Member <i>Expert Coaching</i>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Strategic sounding board during growth periods and/or transaction considerations</li> <li><input type="checkbox"/> No legal authority</li> </ul>	Ongoing (fees + potential equity)
Fractional Executive <i>Elite Reserve</i>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Part-time operational leadership</li> <li><input type="checkbox"/> Improves reporting, forecasts and overall governance to get 'transaction ready'</li> <li><input type="checkbox"/> Brings value creation expertise early</li> <li><input type="checkbox"/> Executes decisions</li> </ul>	Set days per week (weekly retainer)
Interim Executive <i>Captain on the Field</i>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Temporary full-time leadership</li> <li><input type="checkbox"/> Executive and operations stabilisation in the 'moments that matter'</li> <li><input type="checkbox"/> Full operational authority</li> </ul>	Typically 3-12 months (day rate or salary)
Consultant <i>Game Intelligence</i>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Identifies and solves a defined problem</li> <li><input type="checkbox"/> Specialist expertise from other similar transactions</li> <li><input type="checkbox"/> Readiness, value creation, due diligence and post-deal expertise</li> <li><input type="checkbox"/> No authority</li> </ul>	Project based (agreed fee)