

EXIT PLANNING

Exit planning is an 12 to 24 month process. We ensure you have a road map that maximizes your sale proceeds

OWNER COACHING

Selling a business requires clear alignment of the ownership group with a strategic exit plan that aligns with the buyers needs.

INTEGRATION SUPPORT

Whether onboarding a new set of owners or integration with an existing business. There are change management processes required to ensure cultures and processes align.

WHO WE SERVICE

Businesses looking to sell within 18 months to 5 years | Up to \$75MM in Revenue | Up to 200 Staff | All Industries | Private & Public

EXIT RIGHT

**EXIT
RIGHT**

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EXIT PLANNING

Whether you are selling a business in the next 2 to 5 years or want to ensure your business is in a good spot for a potential offer. Our strategic program ensures your business is sale ready.

OWNER & MANAGEMENT COACHING

Strategic alignment of Owners and Management is key to a successful exit strategy. Establishing processes and cultural alignment are only a small part of our process.

INTEGRATION SUPPORT

Ensuring your business integrates well with a new business is important in ensuring efficiency and productivity are maintained.

OUR VALUE PROPOSITION:

- Hands on Industry experience
- Professionally designated (CPA CA)
- Leverage Consultants follow a standard project management process ensuring faster and more effective execution
- Our Consultants report weekly on project progress with our standard project progress report.
- Strategic planning & execution
- Small business friendly pricing
- Vast network of bankers, lawyers, consultants and service providers.
- We carry professional services Insurance coverage

OUR MISSION

To develop business strategies for growth & sustainability, Through leveraging resourcing and easing commitments.



EXIT RIGHT

*(A division of
Leverage Consulting Group)*

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WHY EXIT RIGHT?

EXIT RIGHT, is a division of Leverage Consulting Group. and we are a group of Management Consultants that specialize in helping businesses Start | Scale | Transition.

EXPERIENCE:

Our Consultants have real operational experience having worked in FINANCE, HR, IT & OPERATIONS

NETWORK:

Leverage Consultants have long standing relationships with a vast network of: Lawyers, Bankers, IT, HR and service providers which are naturally made available to you as well.

LEVERAGE:

Leverage Consulting Group is here to provide entrepreneurs with an additional set resources as we strive to see them succeed.

The term "LEVERAGE" exemplifies what entrepreneurs pursue daily. Namely, the need to maximize available resources to spur business growth in innovative ways.

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EXIT PLANNING

Our vast experience gained in a variety of industries allows us to provide independent, impartial & in-depth solutions.

SELLING A BUSINESS

To ensure maximum value in any business transaction is obtained, Leverage Consulting Group provides those selling their business with a **VALUATION** that is supported, information that is **ACCURATE** when its provided to the buyer, and **PRESENTED** in a way that tells the purchaser that you mean business. We also ensure the seller is **PREPARED** for potential tangents in the process.

GET WHAT YOU ARE WORTH

We help companies present a clear picture to their buyers in what they are selling, why its valued at the current price and why its justified.

STRONGER NEGOTIATIONS

Get stronger valuations utilizing our processes.

EXIT PLANNING

Exit planning is a 12 to 24 month process ensuring you receive maximum value.

Upon completing our strategic planning program we help you develop a clear & concise action plan.

SHARE vs ASSET SALE

Both have their opportunities and down sides. We can help define what is right for you.

BE SALE READY

To ensure buyers stay engaged, you must ensure you are completely ready. with Financial Statements, Business Road maps, Budgets, Forecasts, Asset lists, Customer lists and valuation calculation models

VALUE PROPOSITION & MARKET RECOGNITION

CORPORATE STRUCTURING

Cleaning up your corporate structure, clearly defining Operational, Equity holding and Asset holding companies ensures the exit strategy clearly identifies what "portion" of your business is being sold while maintaining the remaining assets.

VALUE PROPOSITION

What you are selling requires clear identification, documentation and presentation. The value is often in the eye of the beholder, but most importantly the purchaser.

Identification of different potential buyers requires the identification of various value propositions. Ensuring you align with all your potential purchasing markets is key in branding, positioning and representation.

MARKET RECOGNITION

Market & Brand recognition in the open market provide validation towards your exit proposition. We work with you and your management team to ensure you are well positioned in the market, to your customers and among your competition.

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METHODOLOGY

ROAD MAP DEVELOPMENT

STRATEGY ALIGNMENT

An exit play requires a strategy to ensure all parties involved are aligned and properly positioned for maximum value realization.

Our process ensures Owners, Shareholders, Directors and Management all receive a clear understanding of what is expected of them and the potential results realized.

EXECUTION & MILESTONES

Our strategy is accompanied by a detailed action plan and milestones roadmap to ensure progression stays on track.

DUE DILIGENCE

Most buyers will require a due diligence process to be executed on and anticipating their requests ensures a faster turn around, fewer issues during the due diligence process and increased confidence from the buyer.

COMPLIANCE MANAGEMENT

FINANCIALS

Getting your financials up to date and keeping them up to date are key as this is one of the most important pieces of information to be reviewed by the purchasers.

Cleaning up the financials does not stop once they are caught up, it also requires an in-depth review of the information presented, ensuring alignment with industry benchmarks, financial ratios and operational health indicators.

COMPLIANCE

It is important for your business to ensure all compliance based filings are caught up, including but not limited to CRA, WCB, ASC and other regulatory type requirements.

In a "share sale" the liability of these compliance filings tends to transfer to the purchaser and can impact the valuation of the exit. It also is pertinent that there are no skeletons in the closet that could come back to haunt you.

PROFITABILITY

RESULTS

Our experience in operational finance and our interest in seeing your business run better is where we set ourselves apart.

Reviewing your Revenue models, Gross margins, Overhead structure, efficiencies and discretionary expenditures come standard in our process.

OPERATIONS

Working closely with your management and operational team ensures alignment towards the targeted results.

We provide a clear set of "Key Performance Indicators" (KPI's) that the operational team can monitor and impact.

CULTURE & HR

To ensure the proper engagement is prevalent among your team we will review your HR policies, Culture development efforts and your employment management processes.



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METHODOLOGY

VALUATIONS

VALUATION METHODS

There are various valuation models, each with their own merit and support.

While strategizing for your exit play we establish the initial valuation model at onset of the exit planning, additionally prepare valuation models based on forecasts and track these models as we progress through the execution.

DATA CLEANSING & NORMALIZATION

Businesses often have discretionary and non-standard activities that may impact the valuations significantly. We ensure these activities are identified & quantified providing a normalized basis for valuation.

The cleansed data often nets the selling owner a significant amount of additional funds in their exit plan and also provides additional confidence in a buyer when going through the due diligence process.

CASH FLOW

OPTIMIZING CASH FLOW

Our process ensures your working capital is running at optimal strength, Assets acquired are aligned with the appropriate types of Financing and Profits are properly maximized.

LIQUIDATION

Ensuring a review of under-utilized assets such as stale inventory, dated receivables, aged equipment, provides for an opportunity to liquidate and repatriate cash back into the business.

FORECASTING

We provide a detailed forecast of your cash activities during the execution of our program, while exiting and once cash is free'd up so that you have a clear understanding of your end results and developing a higher level of trust and confidence in our services.