

IAG “GROWTH TO EXIT” FLOATING BOARD

As a Business Owner how long do you want to be actively involved in the day to day running of your business and what are your options when you feel you want to move on?

- What are your personal long term goals and ambitions?
- How long do you want to be involved in your current business?
- Do you want to take on a fresh challenge?
- Are you looking to retire?

These are just a few high level questions that generate a lot of detailed planning to maximise your return and protect the future of your legacy.

Getting ready to exit a business is never an easy decision especially if you have built it from ground up or it's been in your family for generations - there is an emotional bond, but the decision to sell requires potentially years of planning so that decision has to be clear and definitive so absolute focus can be given to maximising the sale return.

- Will your exit be a clean break, a trade sale?
- Are you planning on stepping down from the business entirely or gradually reducing your days?
- Do you know who the buyer might be – an external party or a member of the team – MBO?
- Is there someone ready to take over – buyers and funders won't want to see all your knowledge leave with you.
- What does succession mean for you?

A well thought out exit plan should play a critical role in any owners strategy. It can help to reward and protect your current employees, give you control, insight and accountability throughout the process and help achieve your ambitions during an inevitably stressful time.

HOW CAN IAG HELP AND SUPPORT YOU?

Amongst our directors we have many years' experience of growing and selling businesses and not only understand the emotional ties such ownership demands but also have seen the benefits and opportunities that a successful sale creates.

- In the initial stages we can help rationalise your personal goals and ambitions allowing you to not only become comfortable with the idea of a sale but wholeheartedly embrace it for the benefit of you and your employees.
- We will help you develop a medium term plan for the business allowing you to plan to exit at the optimum time. It is likely that this will be at the point of strongest profit growth providing a higher earnings multiple whilst leaving scope for the buyer to make a further return on their investment.
- We will help you look at all aspects of your business from finances to operational efficiency, from marketing and digital strategy to people and skills gaps, from supply chain to new market opportunities, ensuring that the business will look at it's most attractive to a potential buyer.
- Throughout the process we can bring together and coordinate a range of specialist advisors from our extensive network who we feel can give you the best support based upon your objectives. These may include Corporate Finance specialists, Legal and Tax experts, all of whom will help us deliver you the maximum value for your business.



WHAT DO YOU GET?

- A bespoke model to grow your business.
- Hands on support each year to ensure that business plan is complete and robust and is aligned to the overall end game.
- Hands on support with issues relating to people, process, systems, new product development, sales and marketing and finance/investment etc...
- Long-term support up to and including exit.
- Appropriate confidentiality throughout the process.
- Attendance at, and chairmanship of a monthly board meeting if required.
- Ongoing overall time allowance of an agreed number of days per annum (2 days per month minimum including board meetings).
- Ability to flex days as required to support the plan across the years (it is likely that year 1 will incur the greatest time but the costs can be evenly spread over the agreed term)
- Access to all other areas of expertise available within IAG.
- Introduction to potential clients where applicable and to key support (funding, networks, software and service providers) where required.
- Networking and mastermind opportunities across those supported by IA and being part of a select group of organisations who IAG are supporting (and you will be introduced to).

INVESTMENT FOR THE COMPANY

Support starts from under £2000 per month, as well as a final pre-agreed success fee(s) based around exit value agreed at beginning of programme, with these fees paid either at end of fiscal year(s) or on completion of journey.