

# Lazarus Resources

Advisors to Management, Investment Bankers

*Making the Impossible, Possible*

## 15 Questions For You

### Investment Banking

- Mergers & Acquisitions
- Restructurings
- Workouts
- Recapitalizations
- Debt Financing
- Equity
- Strategic Partnerships
- Negotiations

Here are 15 questions that I love to ask every business owner I meet. The process of answering these questions honestly helps a business owner to see the need for help in planning their future.

1. Where do you see your industry in 5 years?
2. Where do you see yourself 5 years from now?
3. If you could no longer lead the company, who would?
4. Are they ready?
5. Who would take over their current role?
6. Are they ready?
7. Are there areas of your company you feel could be better?
8. What are you doing to make it better?
9. Do you believe that the company can increase in value in the next two years?
10. Do you have a plan to get there?
11. Have you discussed these issues with anyone else?
12. What is your opinion of using outside professionals?
13. How do you make decisions that affect the future of your company?
14. Is it different for decisions that affect you, but not your company?
15. What is the one thing you are most proud of or passionate about?

After you have thought about these questions, call me to discuss your answers. It might be the best things you do this year.



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### Management Advisory

- Corporate Leadership
- Turnaround Management
- Business Planning
- Strategic Planning
- Succession Planning
- Interim Management
- Training

## Time for a Check Up

**Lazarus Resources** recommends that business owners get a semi-annual checkup.

During a check up we benchmark and update your company's vital statistics, and assess it over-all health.

We identify potential problem areas and make recommen-

dations to improve performance and increase value.

This is a service we offer to all of our clients. The cost is usually around \$2,500 and requires about two half days of the owners time. We deliver results in about 1 week.

We are able to assist our

clients to implement improvements as necessary, and help our clients increase their profitability and overall performance.

Isn't it time you made an appointment for a checkup?