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Lazarus Resources

Advisors to Management, Investment Bankers

Making the Impossible, Possible

Investment Banking

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

Management Advisory

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

Growing Broke: The "Top Ten" Causes

Here are 10 reason a company can be killed by growth:

Growing beyond your capital base. Companies seeking rapid growth often outpace their ability to sustain the business.

Too much too fast. Temporary growth spurts are often mistaken for long-term growth.

The push for quantity, the pull on quality. As companies increase production, quality often suffers.

The need for space. Growth companies often miscalculate how much space they will need in the future.

Concentration risks. Many times growth comes through one or two customers.

The search for capital leading you off track. The process of securing capital can lead management to forsake the business of making and selling their product.

Lack of financial controls. Without proper controls almost any growth or increase in income and costs has the potential for disaster.

Too much debt. Or the wrong kind of debt can kill a company. The type of debt should match its use.

Faulty assumptions and loss of focus. Your planning may be flawless but if your assumptions are wrong, you will fail. Loss of focus can ruin a company very quickly.

Lack of management depth. The single biggest killer of companies and the root of all other problems is a lack of depth of understanding and capability in the management team.

To learn more, contact us today.

Lazarus Resources
2oo E. Angeleno Avenue #306
Burbank, CA 91502
(818) 566-1463

www.lazarusresources.com

Manufacturing Company Restructures its Debt

A struggling manufacturing company found itself in default with their lenders and turned to **Lazarus Resources** to help them develop a restructuring plan.

After meeting with the client and their lenders we determined that the company needed to develop a new operational model to reduce overhead and increase profit margin. This included new avenues of business.

We were able to restructure their existing loans with additional advances from the lender to facilitate the new initiatives. We were able to develop and present a plan to the lenders which articulated the goal of the client clearly and demonstrated a specific re-payment plan.

The company was able to normalize cash flow and concentrate their efforts on sustainable growth, even in a difficult economy.