

# Lazarus Resources

Advisors to Management, Investment Bankers

*Bringing Business to Life*

## Most Owners Are Not Ready to Sell Their Business

### Investment Banking

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

According to a study by the Alliance of Merger and Acquisition Advisors, 90% of mid-size businesses that will change ownership in the next decade are not prepared for sale.

Many owners had expected to sell their business and retire on the proceeds. But most of them have not done the work necessary to make the company attractive to buyers or to achieve the maximum valuation at sale.

With the recent economic downturn, almost all companies have seen a negative impact on their potential value, both from a profitability standpoint and the multiples used by buyers to determine purchase price.

If they are able to attract a buyer, most companies will experience problems with the due diligence process.

Smaller companies often do not have adequate financial statements and corporate documentation needed to give buyers the comfort level required to close a deal.

It is advisable that owners begin to prepare for their exit three to five years before they actually plan to go to market with their company.

They should pay special attention to those expenses that are incurred on behalf of the owner, as the process of recasting the financials to add back these discretionary items is often subject to negotiation.

In addition, owners should review operations and employee agreements to optimize the value proposition that the company can thrive without the owner.



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### Management Advisory

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

## Plan for SUCCESS-ion

**Lazarus Resources** helps our clients to plan and execute a successful exit by creating a succession and exit plan designed to prepare both the company and the shareholders for a transfer of ownership.

We help to implement the plan to increase the company's profitability and value, allowing

the owner to realize maximum valuation in a sale or recapitalization.

We can bring together the resources necessary to create and implement strategies for growth, turnarounds, workouts and restructurings, allowing business owners to improve the chances of success at the

time of exit.

Our principals have more than 25 years of experience leading companies through the process of improving performance and obtaining significant increases in value through mergers & acquisitions and recapitalizations.