

“I built this business from scratch, but I’m not having fun anymore...”

“If someone offered me \$x to buy my business, I’d be gone in a heartbeat!”

“My kids haven’t shown an interest in the business.”

“I would like a change in 3 – 5 years but I don’t know what is the best way to accomplish my goals, or how to begin the process of preparing.”

Have you had or expressed these thoughts? If so, you should plan for your transition now, before an opportunity presents itself or action is necessary. I’m Don Matso, and these transition issues have been my specialty for over 20 years, at places like Smith Barney/Citigroup, and as an independent consultant at The Valère Group. Here’s how we might work together~

<p style="text-align: center;">WORKING TOGETHER TO MAXIMIZE YOUR TRANSITION OPTIONS</p>
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ANALYZE THE COMPANY

- We meet with you (and your family, partners, or key investors, if appropriate) to discuss the business.
- We review your company’s financial statements, and consider your company’s capital and strategic position.
- We review your organization’s structure –
 - Staffing, functions and responsibilities;
 - Help determine what is critical, what is not;
 - Identify and discuss your core competencies; and,
 - Articulate your potential succession paths.
- We identify your company’s unique value characteristics.
- We consider various transition alternatives and identify those issues that might limit your flexibility.
- We examine your company’s value from the market’s perspective.

DETERMINE WHAT YOU WANT

- We explore your business and personal objectives.
- We consider your liquidity concerns.
- We discuss the effectiveness of your advisory team.
- We help you articulate the impact of your family’s and/or partners’ involvement.

WORKING TOGETHER TO MAXIMIZE YOUR TRANSITION OPTIONS

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CONSIDER YOUR OPTIONS

- We re-consider the various transition options, based on –
 - What we have learned about your objectives, preferences, and available resources.
 - What we know about the current strategic, operational, and financial condition of your company.
- We explore private market capitalization, sale to a strategic buyer, ways to enhance the true value of your business, various forms of liquidity, and other transition options that suit you, your partners, and your company.

FORMULATE, ARTICULATE AND HELP IMPLEMENT A STRATEGIC VALUE PLAN

- We decide what next steps to take to realize the options you have chosen.
 - We make sure that these next steps protect and enhance the value of your company.
 - We call this process “Strategic Value Creation” – more on this is on our website www.valeregroup.com. This tool helps us create a unique and personalized blueprint based on your objectives, resources, capabilities and personal values.
- We will document our findings and recommendations for implementing the strategic plan.
- We will present and discuss these conclusions with you (and your family or partners, if appropriate).
- We will help you implement your plan.

Because we are not financially vested in any ultimate transaction, our counsel and recommendations are objective and impartial. What we care about is making sure our clients get the best value and make the best choices for their eventual transition.

*It takes planning to be in control when a transition opportunity presents itself or is necessary; it takes a plan in place to recognize the difference between an opportunity and **the right opportunity for you.***

Feel free to review my website, case studies and client testimonials, and to contact me for a no-cost, no obligation exploratory meeting.

Don S. Matso, Founder
The Valère Group
310 706 4114 *phone*
dsm@valeregroup.com *email*
www.valeregroup.com *website*

1500 Rosecrans Avenue Suite 500 Manhattan Beach, CA 90266 310-706-4114
dsm@valeregroup.com www.valeregroup.com