



“Whom We Serve Best” **Ideal Client Profile**

- Owner believes their business success is God’s blessing and they want to be responsible stewards.
- Business operates in the Construction, Manufacturing, Distribution, Petroleum, and Agricultural industries.
- Owner recognizes the business cannot yet run without them; however, they want their business to be a legacy beyond themselves.
- Owner has a personal net worth (> 50%) and cash flow (> 75%) and is tied closely to the value of the business.
- Owner has at least 51% of voting/outstanding stock.
- Owner is between the ages of 45 and 70 years old.
- Business generates annual revenues between \$2.5 million and \$30 Million.
- Business has a leadership team in place of at least one (1) other person (outside of a spouse) who is critical to the operation of the business.
- Business has operated for more than fifteen (15) years and has more than ten (10) employees.
- Owner believes their business is marketable; however, they have yet to formalize an advisory team to lead them through the process and intricacies of Leadership Succession, Ownership Exit and Business Transfer Planning.
- Business headquarters located in Central Indiana, Central Oklahoma, and Eastern North Carolina.

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