

Below is how a typical Quality of Earnings engagement proceeds, generally within two to four weeks. We tailor the approach to the specific needs of the company and client, whether that means working within an existing data room, setting up our own for direct access, or whatever process suits the group best.

Typical Quality of Earnings Process



* Steps 5 and 6 may repeat if material issues surface. We'll continue that back-and-forth with the company, before or after the walkthrough, until everything is calibrated to their satisfaction.

What Shapes the Timeline



Pace is set by the company. Some engagements wrap up in about a week; others take several months.



Multiple entities or businesses involved in the transaction can add additional time.



Rebuilding the books from scratch typically adds about one extra week.

Typically delivered in 2-4 weeks • Flat-fee pricing, competitive for the lower middle market

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