

## Exit Assist

### Looking to exit but worried that the market won't give you value?

What you need is Exit Assist with The BMC. The BMC is a business consultancy operated by experienced General Managers and Managing Directors which is responding to the increasing difficulty business owners are facing to secure an exit.

We assist business owners who are unable to secure an exit or obtain a reasonable sale price for their business due to the state of the market, declining enthusiasm, ill-health or other misfortune.

Often buyers look for a higher level of rigorous systems, clarity of purpose or organisational structure than those businesses have needed to make money under their current owners. We work with the existing owner on a delayed settlement or earn-out basis to build their business to a state which is more attractive to a wider range of purchasers.

As experienced senior managers and previous business owners we clearly assign and undertake responsibilities in areas such as sales and sales management, customer retention and market growth. We maintain high standards in customer service and product management whilst applying best practice to employee relations, supplier relationships and managing cashflow.

### Key points

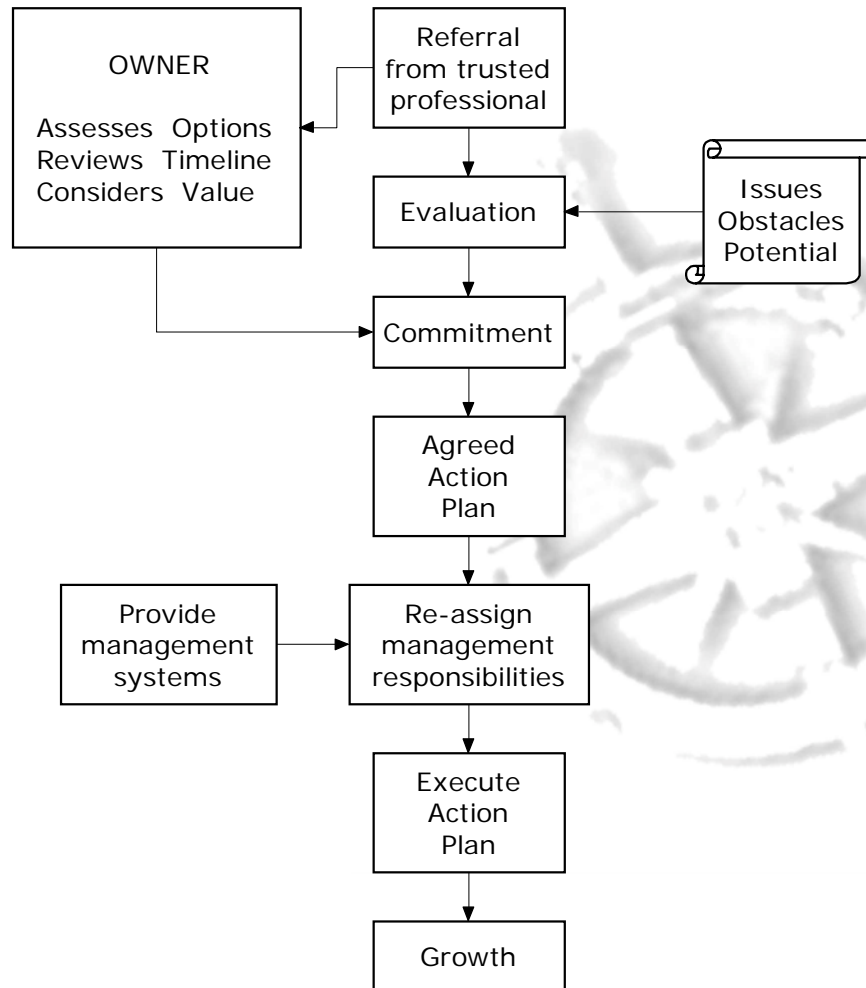
- ☐ We will Increase the value
- ☐ We will Lift the weight of responsibility
- ☐ We will Make the future more certain
- ☐ We will Free you from the day-to-day grind
- ☐ We will Relieve you from staff pressure
- ☐ We will Energise the business to deal with competitors
- ☐ We will Provide the Strength to tackle suppliers
- ☐ We will Free you from having to deal with creditors
- ☐ We will Give you time for yourself – in the day, the week and the year.

### Philosophy

A common outcome is for a delayed settlement - which is calculated on an agreed minimum value for the business as it stands - plus an agreement to share the rewards for the growth in the subsequent period, motivating both parties to the same solution.

Ultimately, we also have access to professional investors for businesses which are transformed to a certain level of performance.

## Process Overview



- ❑ The Process provides clearly defined steps, ensuring more certainty than other routes to unlocking the value in the business.
- ❑ The Process will preserve the existing relationships – ensuring there are no surprises.
- ❑ The Process will fulfil the potential of the business which in turn maximises the return for all.
- ❑ The Process preserves the spirit of the business you built.

## About us

The BMC provides consulting services to businesses turning over \$2-\$20M (and some household names such as ING Life, Westpac Rescue Helicopter, Spotless Services, ANZ/National Bank and NZ Trade & Enterprise). We offer a unique no-value no-fee guarantee on defined project work and use capability models such as '[The Engine](#)', we provide [Economic Outlooks](#) which relate to NZ businesses like yours and we do it on an [organised ethical basis](#). Why not see what we might be able to do for you?