

**Q: Why does Our Client target partial equity investments?**

**A:** Our Client prefers partial equity investments because they strongly believe that the success of a company is directly related to the stewardship of the founder/owner. They believe there are owners who would like to begin a transition out of their company, but are interested in continuing to manage the day-to-day operations of the business.

**Q: What level of involvement can I expect after a transaction?**

**A:** They expect to have “board level” involvement after a transaction. That would include regular meetings (usually quarterly), input into annual budget, input into strategic decision or major capital projects. Additionally they intend to have involvement as desired by you. They have experience and perspectives to offer, but recognize the success you have had building your business and they do not intend to interrupt that success.

**Q: What is in it for me?**

**A:** They feel that most business owners have a significant portion of their net worth tied up in the business they run. Most Wealth advisors would suggest diversification, but that is hard to do with a closely held private business. They are offering the opportunity to sell a portion of your company, maintain your desired level of control to “take some chips off the table”.

**Q: What is in it for OUR CLIENT?**

**A:** They are also seeking diversification into operating companies. They are not speculative investors seeking a “flip that house” type of strategy, but are seeking current cash dividend returns from solid operating companies.

**Q: What is your timeline for an exit strategy?**

**A:** Since they realize current return from cash dividends, they are not pressed for an exit transaction. As it is our intention to be a good business partner, they expect to follow your lead in determining when to exit the business. Since our investment horizons are long term, they expect to be instrumental in the eventual transition of management as you reduce your involvement in the business.

**Q: What else can OUR CLIENT do for an Entrepreneur?**

**A:** They are very cognizant of the fact that you want to minimize the ensuing tax issues. OUR CLIENT enables founders and families to find the right balance as they weigh all of their objectives when considering a partial and then a subsequent full sale of their business. OUR CLIENT can assist founders and families think through the myriad of issues that arise while growing their businesses, including:

- Succession and estate planning
- Assessing capital for growth
- Retaining ownership going forward
- Realizing sufficient liquidity
- Retaining key management

**Please call me with any questions, Chris Curtin  
(561) 882-1331**