



# From Crisis to Premium Exit

**Maximizing the Value of Your Business**

Stabilize the Core. Scale via Acquisition. Exit at a  
Premium.

## The Underserved Market: The Revenue Chasm

You are navigating the critical \$2M to \$50M "Revenue Chasm." In this space, you need a builder, not a biller. You need a partner who is truly on your side, executing alongside you to either save the business from crisis or multiply its value for an exit.

### Traditional Consulting vs. The AcquisitionQB Approach

#### The Traditional Model

- **Perspective:** Backward (Recording history and what already happened).
- **Focus:** Compliance, tax filings, and basic math.
- **Incentives:** Hourly (Billing for every email and meeting).
- **Endgame:** Delivering a tax return or a basic presentation.

#### The AcquisitionQB Approach

- **Perspective:** Forward (Predicting crises and shaping future growth).
- **Focus:** Value Creation, turnarounds, and bulletproofing operations.
- **Incentives:** Aligned Success (We structure our wins to match your wins).
- **Endgame:** Maximizing your exit and acquisition price tag.

## A Different Kind of Advisory Relationship

Engineered entirely around aligned incentives and maximizing enterprise value.

### 01 Turnaround Experts

We jump into the trenches. If your business is in distress, we implement aggressive cash flow controls and stabilize operations immediately.

### 02 Buy-Side M&A DNA

With perspective from the buying side of 200+ deals, we reverse-engineer your operations to fit exactly what premium buyers demand.

### 03 Roll-Up Specialists

Organic growth is slow. We actively source, structure, and acquire competitors to build a larger entity that attracts institutional buyers.

### 04 Aligned on the Exit

Success fees mean no incentive to stall. Whether it's a strategic acquisition or an exit sale, we are rowing in the same direction.

### 05 Deep Capital Networks

We bring an extensive network of debt funds and equity partners to fund your restructuring or your aggressive acquisition strategy.

### 06 One Relationship

Direct access to principals with 25+ years of operational, financing, and exit experience directly in your corner.

## The Value Creation Pathway

We execute a specific, four-phase blueprint designed to take a company from operational instability to a highly lucrative exit event. We don't just optimize your math; we build a low-risk, high-reward money machine.

### PHASE 1: Turnaround & Stabilize

#### Focus: Stop the Bleeding (\$1,500 / month)

You cannot worry about tomorrow's valuation if you struggle to make payroll today. We act aggressively to stop cash leaks, restructure overwhelming debt, and implement strict financial controls.

#### Key Deliverables:

- Immediate Cash Diagnostic & Accounting Cleanup
- 13-Week Emergency Cash Flow Controls
- Debt Restructuring & Creditor Negotiation
- Emergency Expense Reduction

### PHASE 2: Maximize Exit Value

#### Focus: Bulletproof the Asset (\$3,000 / month)

With stability achieved, we shift from running a business to polishing an asset. We reverse-engineer the business to match what Private Equity pays premiums for, moving your multiple from 3x to 5x+.

#### Key Deliverables:

- Multiple Expansion Strategy & Gap Analysis
- Owner Decentralization (Succession Prep)
- Predictable Revenue Contract Structuring
- Financial Due Diligence Scrub

## The Value Creation Pathway (Continued)

### PHASE 3: Growth via Acquisition

#### Focus: The Roll-Up Strategy (\$5,000+ / month)

The fastest way to multiply what your business is worth is not just selling more—it is buying more. We use your stabilized company as a platform to acquire competitors and achieve massive economies of scale.

#### Key Deliverables:

- Strategic Roll-Up Thesis Development
- Target Identification & Anonymous Sourcing
- Synergy & Consolidation Modeling
- Capital Sourcing for Acquisition Funding

### PHASE 4: Done-For-You Buyside Execution (Premium-Lite)

#### Focus: "The Expert Scout" (\$7,500 Retainer + \$7,500 Success Fee)

Think of us as your personal guide through the purchase. In an M&A transaction, the seller almost always has an advisor whose sole goal is to maximize the sale price. As the buyer, you need an independent representative to cut through marketing fluff, uncover hidden risks, and negotiate fair terms so you don't overpay. **Our fees are 100% covered by your lender.**

#### The 75-Day Rapid Acquisition Process (50+ Closings in 3 Years):

- **Phase 1: Target Review & Initial Analysis (Days 1-5):** Financial modeling, synergy analysis, and using DCF to establish a maximum purchase price.
- **Phase 2: Deal Structuring & The LOI (Days 6-10):** Drafting the LOI, determining consideration (all-cash, seller financing, earn-outs), and strict seller timeline management.
- **Phase 3: Active Due Diligence (Weeks 2-6):** Coordinating operational/financial DD, business plan drafting for lenders, risk identification, and price renegotiation if needed.
- **Phase 4: Negotiation & Closing (Weeks 6-10):** Purchase agreement reviews, finalizing debt/equity financing requirements, and closing mechanics.

#### Strategic Advantages:

- **Save Time & Bandwidth:** We handle the heavy lifting so you can continue focusing on your current operations or sourcing additional deals.
- **Mitigate Risk:** We are just as valuable for the bad deals we talk you out of as the good deals we get you into.

**Stop looking backward and start plotting your course forward.**

We row in the same direction from the initial diagnostic to the final closing table.

**Schedule a Diagnostic Conversation Today**

<https://acquisitionqb.com>