**Client:** Name’s Auto Repair **Point of Contact:** Name Smith

**Project:** Exit Strategy Planning **Proposed Begin Date:** 7 – 1 - 13

**Proposed Completion Date:** 7 – 15 - 13

Mr. Smith is faced with the challenge of developing a plan and a structure for effectively transitioning the ownership and eventual management of his Auto Repair business. At this point, it is unclear whether his best option is to groom his son for this position or to identify possible owners from within the existing management team. To begin the step of identifying viable options for Mr. Smith to consider, Galliard will interview Name’s son, as well as key people who have input to the business decisions made in the company, those who have experience with the operational practices and those who will ultimately be impacted by business decisions.

**Phase One: Interviews and Information Gathering for Exit Strategy Planning**

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| Purpose | Activities | Investment |
| To develop recommendations for a final report based upon understanding the needs of senior managers as they work in partnership with Mr. Smith to ensure the continued success and prosperity of the business. | ‘Consultant Name’ will meet with key employees and family members to discuss the needs of the organization and identify the core aspects of a successful future business. Each key employee or advisor will receive an introductory letter and a brief set of questions for consideration. Then, ‘Consultant Name’ will meet with each manager individually for approximately 1 to 1.5 hours to discuss their perspective, gather ideas regarding a potential exit strategy for Mr. Smith and potential ownership/management of the company. | Includes pre-interview organization, letters, interviews, post interview follow-up with Mr. Smith.  **$1,800** |

**Phase Two: Recommendations for Exit Strategy Planning**

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| **Purpose** | **Activities** | **Investment** |
| To provide information that will allow the company to adopt and commit to a strategy for effectively transitioning the ownership and management of the business in the future. | ‘Consultant Name’ will review all of the information gathered and will develop a report that:  1. Clearly identifies trends – areas of agreement between family members and key employees. These areas of agreement may be regarding positive aspects of the management of the company and negative aspects. It may include shared concerns and shared optimism.  2. Comments and trends will be written in a way that the individual contributors cannot be identified.  3. Areas for greatest success or potential will be described – as well as personal visions for the future of the business – including ownership.  4. Barriers to success will be described.  5. Finally, recommendations by Galliard will be listed along with suggested prioritization and a potential action plan. | **$1400** |

Travel will be billed separately. The client will be responsible for all travel-associated costs including airfare, meals and accommodation. However, every effort will be made to split travel costs across clients.