

Building Value Pre-Exit

Enhance Value Drivers, Increase the Value of Your Business

“If there is any one secret to success, it lies in the ability to get the other person’s point of view and see things from that person’s angle as well as from your own.”

- Henry Ford

You’ve worked hard to build a business you’re proud of – but how attractive is it in the eyes of a prospective buyer? Contemplating a sale of all or a significant portion of your company forces the question of valuation – but ultimately what counts most is what the market will bear.

Business owners very understandably may believe their company is deserving of every bit of the multiples being paid to other companies, but an objective view from the perspective of a potential financial or strategic buyer may unveil a variety of strategic, operational, or “free cash flow” shortcomings and risks that will result in a discounted valuation. If effectively addressed before taking the company to market, however, these shortcomings can become value drivers that can significantly increase the amount realized on a sale.



NextLevel’s expertise and unbiased insights can help you quickly zero in on the value drivers in your business that matter most to a buyer, and how best to address them – all with a focus on increasing the amount you can sell your company for.

VALUE DRIVERS



Increasing the Value of Your Business *Before* Taking it to Market

NextLevel’s *building value pre-exit* Desired State Roadmap™ is designed to rapidly get you on the path to your desired outcome. In a short, three- to four-week engagement, we develop a high-level roadmap that provides clarity about the value drivers that hold the greatest potential to increase value in the eyes of a potential buyer, along with critical insights into how best to prioritize and enhance those that matter most within a realistic timeframe that aligns with your objectives. You can take the plan and run with it, or count on us to assist with any aspect of implementation.

OUR PROCESS



- Through customized interviews and review of materials and processes, we quickly gain an understanding of your strategy, organization and operations to assess your capabilities and challenges.
- We identify and prioritize initiatives to enhance those value drivers that should yield a high ROI, and provide insights and guidance related to the time and resources necessary to implement.
- We help create a path for you to align your capabilities with your business needs and aspirations, ensuring buy-in and ownership within your organization.

The NextLevel Advantage



EXPERIENCED LEADERS

NextLevel gives you immediate access to proven executive talent, including leaders with extensive real-world operational, financial and transactional experience in the C-suite and boardroom. Our team members have experience leading companies through major transitions, and managing challenging, mission-critical initiatives in a broad range of markets and industries, from start-ups to multi-nationals, both privately-held and publicly-traded.



COLLABORATIVE APPROACH

For each engagement, we leverage the collective knowledge and practical experience of our entire team. To develop each aspect of the Desired State Roadmap™, we draw on team members with relevant areas of executive expertise—in strategy and governance, strategic transactions, operations, finance and technology—as well as relevant industry experience. We then work in close, collaborative partnership with you to align our recommendations effectively with your business goals.



UNBIASED PERSPECTIVE

Because of our outside perspective, we can take a critical view of what you need to increase your enterprise's value, offering fresh insights and assessments. Without the competing demands on our time and focus that your senior leadership must contend with on a daily basis, we can quickly shed light on roadblocks and provide a clear path to achieve your objectives. Working with NextLevel, you can get the clarity you need to take next steps.

PREPARED TO REALIZE THE FULL VALUE OF YOUR BUSINESS?

Call (800) 833-NEXT or email info@nlbev.com.

NextLevel leads companies through major transitions, and helps manage challenging, mission-critical initiatives by providing seasoned operating executives on an interim, project, or advisory basis. Our vetted team, each with an average of 20 years of real-world leadership experience in the C-suite and boardroom, helps companies execute their most important strategic, operational and financial initiatives to build enterprise value.

