

CASE STUDY: FACILITATED BUSINESS TRANSITION PLAN

PROFESSIONAL SERVICE FIRM BALANCES TERMS OF MANAGEMENT BUYOUT

Asking the Hard Questions

The steady growth of a professional service firm made the founding partners acutely aware of the need for a transition plan for the business. How could they best meet their personal and business goals? Should they sell to a third party? Could management afford a buyout?

Giving Honest Answers

EKS&H conducted a series of interviews and determined that several key managers were not only qualified to become Partners, but were considering other alternatives if the opportunity was not made available to them. Along with other considerations, we determined that a management buyout was the best exit strategy.

Providing Actionable Solutions

We created a flexible model that demonstrated how the plan would satisfy the founding partners' goals, while providing an attractive purchase arrangement for the next-generation ownership team. Assisting in the implementation, we facilitated the development of a criteria sheet for the identification of new partners and helped management select and interview qualified candidates.

The goals of the partners have been met with regard to financial security and appropriate transition timing. They now have a comfortable level of involvement in the business and are gradually transitioning the firm to qualified managers.

EKS&H

Talk to an EKS&H Business Consultant today: **303.740.9400**

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