

How rich will you be when you sell your company?

Responsibility of Owner-Directors to plan growth towards an Exit Route



Do you look after your company as well as you look after your house?

Owner-directors often never know the realisable value of their companies, or how rich their families could be if they sold the business. Valuation never occurs to them, yet they probably know the value of their homes which they maintain to a high standard, constantly upgrading. They know whether the prices in the area are increasing, they maintain the foundations and the roof, paint and decorate the house, cut the lawns and eventually choose the time to sell the house for a better one, yet their companies often do not receive the same treatment, figuratively speaking.

Thousands of companies are sold each year below maximum value due to adverse circumstances, or poor timing. When you look back over the past history of the company they could have been sold for a high value, but had passed the 'sell-by date' when they were still vibrant with attractive prospects for continuing growth. Many owner-directors are content to run their companies for the lifestyle they provide, not realising that growing the company for sale and selling it at the right time will realise far more money than they would earn working many years for the company.

ARP consultants guide and assist directors and management to run their company to achieve a planned exit route, typically through a 2-3 year programme. ARP has made a considerable number of families multi-millionaires through this process.

This experience has led to the development over many years of the ARP Teardown™ analysis. The multi-disciplined ARP team brings clarity of analysis and diagnosis through a unique process which, as a result, enables higher quality decision-making.

Our approach is to engage 'hands-on' within the company to deliver:-

- Analysis of the industry, identifying threats and competition, and growth opportunities in specific sectors.
- In-depth understanding of the core business, including risks and opportunities and the management in operation.
- The report covers corporate strategy, market and product strategies, and management capability, finance and resource requirements to deliver the business plan.

The ARP methodology is fast, effective, and efficient in time, resources and costs. It ensures consistent quality of diagnosis.

The ARP Boardwalk management technique provides on-going role leadership and support with company management to progress towards successful exit.

Further information which shows the breadth of experience combined in the ARP team, and some of our activities is available on our website at www.arp-associates.co.uk.

We would welcome the opportunity to discuss with you the immediate benefits of starting to grow your company towards a planned exit, and to identify your potential options.

For further information, please contact:
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The logo for Mift Institute for Turnaround, featuring the word 'Mift' in a large, bold, sans-serif font with three red dots above the 't', and 'Institute for Turnaround' in a smaller, sans-serif font below it.
Institute for Turnaround

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