



BUSINESS
TRANSITIONS
FORUM

NOV 29 / 30, 2016
VANCOUVER, BC

HOW TO BUILD THE BEST EXIT TEAM (& WHAT IT WILL COST)

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PANEL

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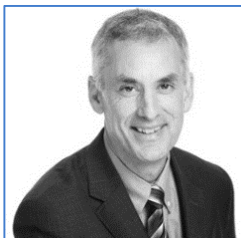
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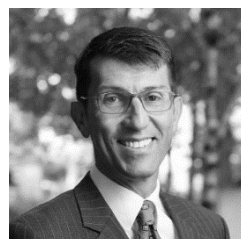
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Who Should Be On Your Exit Team?

...and what is their role?



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Who Is In Charge Of The Process?



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How Do You Find The Right Advisors?



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What Questions Should You Ask When Screening Advisors?



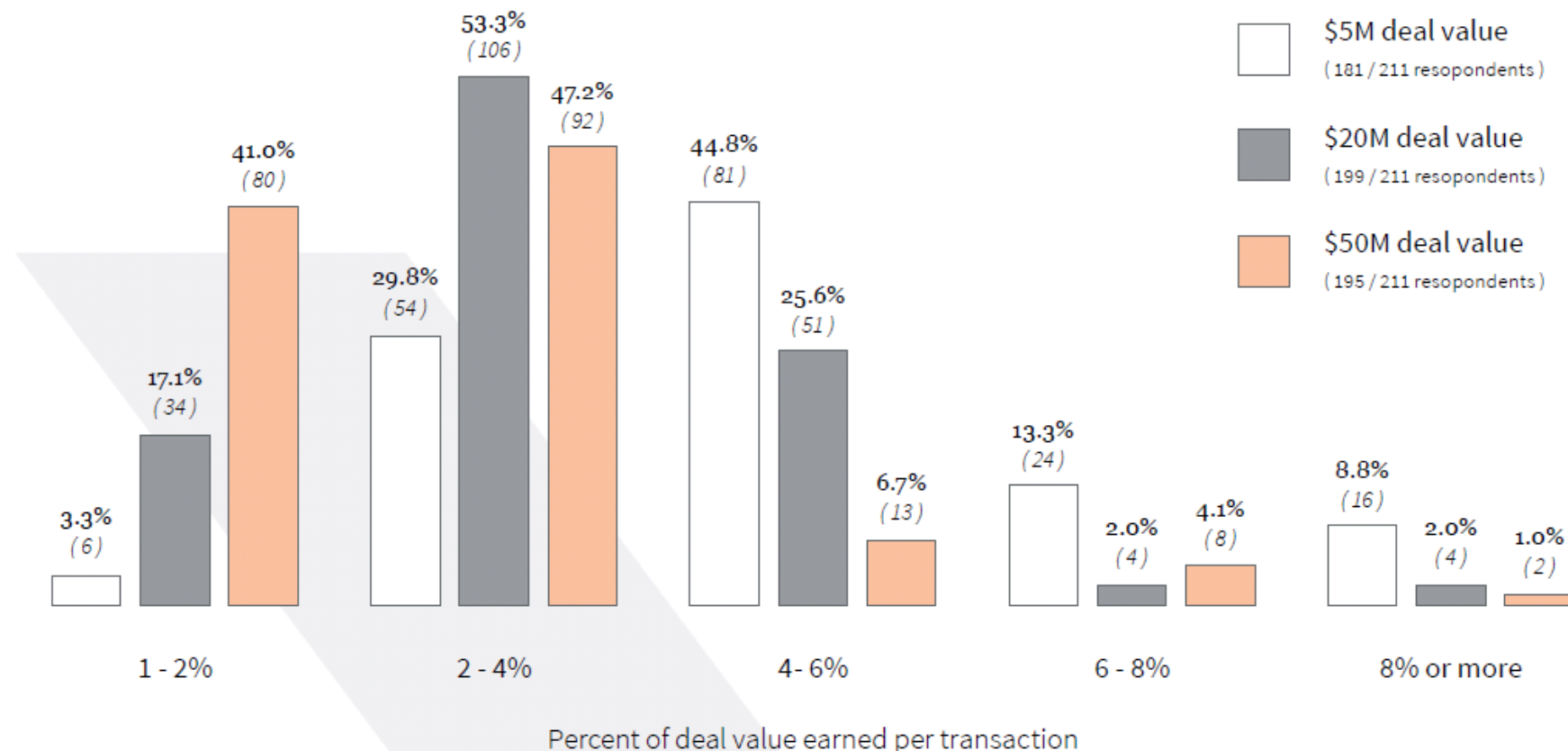
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How Much Is This Going To Cost?



Advisory Fee Earnings vs. Deal Size



Avg. Advisory Earnings
by Deal Value

\$225K
on a \$5M Deal

\$665K
on a \$20M Deal

\$1.3M
on a \$50M Deal



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Horror Stories



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Questions For The Panel?

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