

# UNDERSTANDING THE BENEFITS AND COSTS OF AN ADVISORY TEAM

## MODERATOR

**Dave Mason**, Director, Senior Private Wealth Manager, UBS Bank (Canada)

## PANEL

**David Allardice**, Partner, Miller Titerle & Company

**Tracey McVicar**, Managing Partner, CAI Funds

**David Raffa**, President, Valeo Corporate Finance Ltd.

**Kari Yuers**, President & CEO, Kryton International Inc.

**BCBUSINESS**



**David Allardice**

Partner, Miller Titerle & Company  
[david@millertiterle.com](mailto:david@millertiterle.com) | (604) 681-4112



**Tracey McVicar**

Managing Partner, CAI Funds  
[tmcvicar@caifunds.com](mailto:tmcvicar@caifunds.com) | (604) 694-2525



**David Raffa**

President, Valeo Corporate Finance  
[david@davidraffa.com](mailto:david@davidraffa.com) | (778) 668.3532



**Kari Yuers**

President & CEO, Kryton International Inc.  
[kari@kryton.com](mailto:kari@kryton.com) | (604)324.8280



**Dave Mason**

Director, UBS Bank (Canada)  
[dave.mason@ubs.com](mailto:dave.mason@ubs.com) | (604) 331-4562



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**Your current Lawyer(s)**

Business Lawyers    *Estate Lawyers*  
Tax Lawyers

**M & A Advisors**

**PENSION PLAN SPECIALIST**

H.R. Advisor

**Psychologist/Psychiatrist/Therapist**

# Who Should Be On Your Exit Team?

## ...and what is their role?

**Your current Finance team**

Accountants – Audit Specialists

*Investment Bankers*

Business Broker

**ACCOUNTANTS – TAX SPECIALISTS**

Financial Advisor

Banker – Loan Officer

**Accountants – Valuation Specialists (CBV)**

**Insurance Professional**



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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?

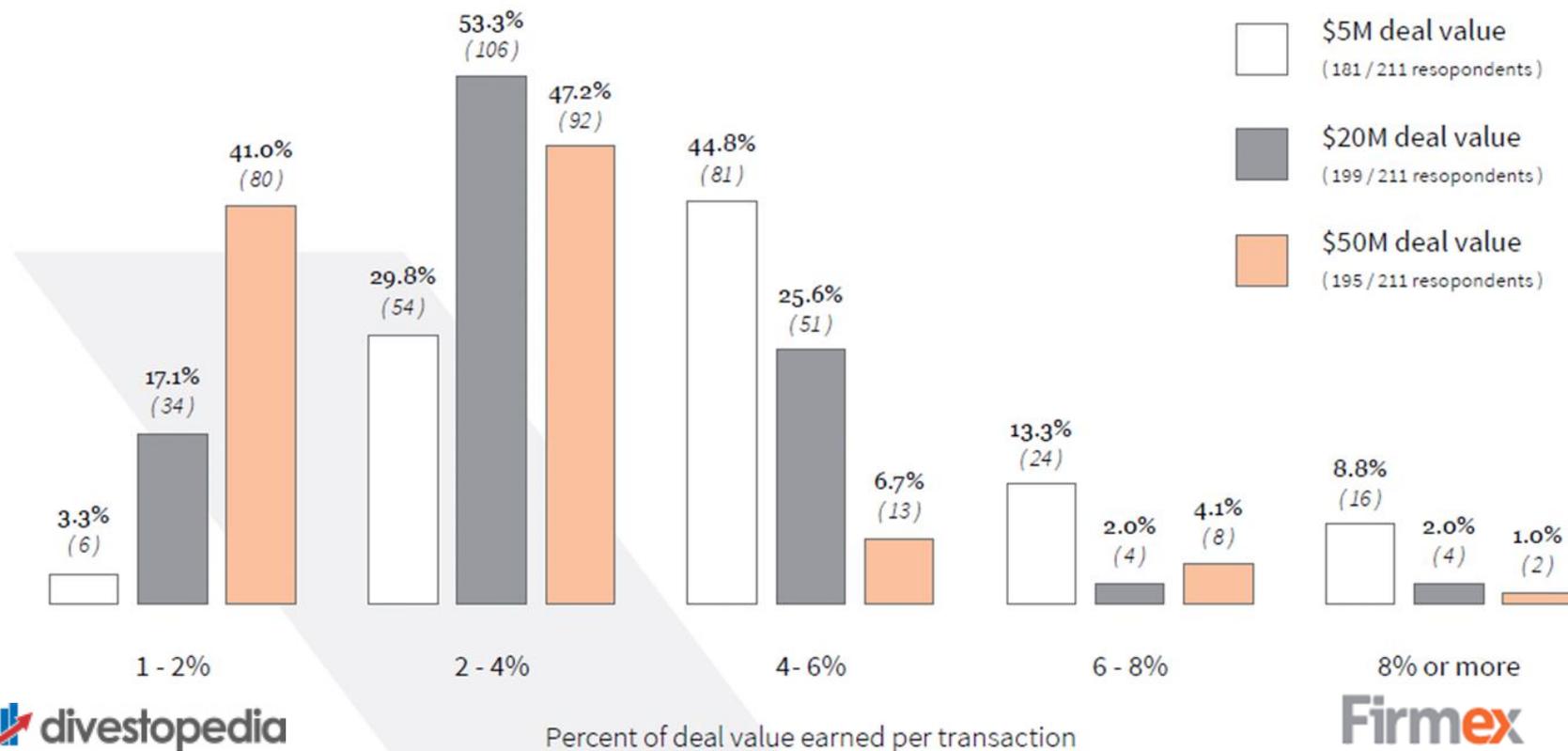


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# How Much Is This Going To Cost?

## 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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# WAR STORIES





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# Horror Stories



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# Questions For The Panel?



**David Allardice**

Partner, Miller Titerle & Company  
[david@millertiterle.com](mailto:david@millertiterle.com) | (604) 681-4112



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