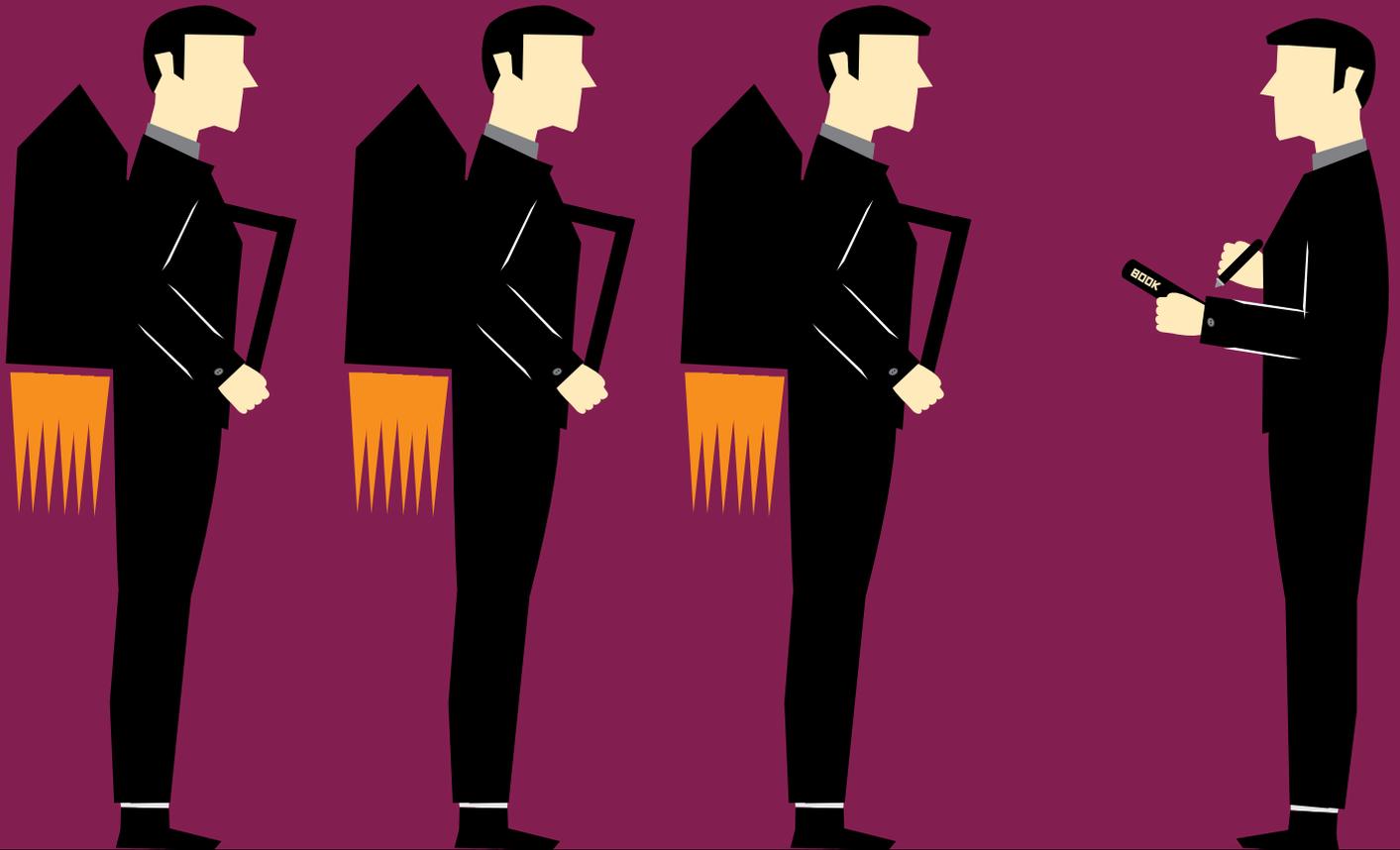


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Value Boost
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Flight plan

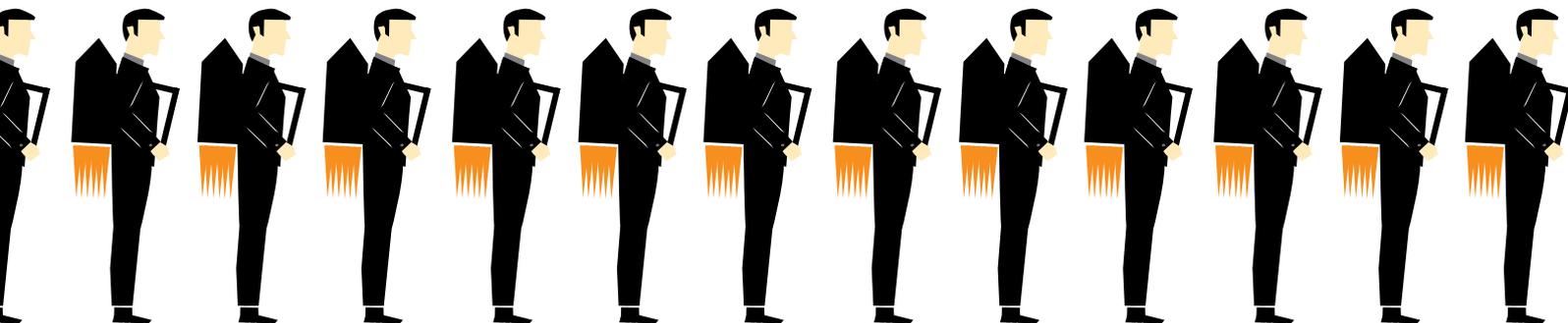
*Turbocharge your dream
of selling your business*



**The law firm for
fast growth businesses**

Many business owners make the decision to sell their business long before they take any active steps to realise the sale. Often, this is a thought unconsciously formed at day one. The period of time between making a firm decision to sell and actively finding a buyer to begin the sale process typically takes 18 to 24 months.

We call this the ‘Value Zone’.



Whilst a business is in the 'Value Zone', it will most likely continue to grow and develop but with little real effort invested in preparing for the eventual sale. For the most part the thought is "we'll do that when the sale process starts".

But what if we told you that by taking control and getting your business in shape sooner, rather than later, you would:

- Make more money from the sale
- Reduce the associated post-sale risks and
- Complete the sale with the minimum of stress, thereby ensuring that the journey is as swift and painless as possible?

Most people only dispose of a business once in their lives so it is crucial that returns are maximised and risks are minimised. By utilising DMH Stallard's free Value Boost programme, you can do just that.

What is Value Boost?

DMH Stallard's free Value Boost programme is aimed at getting your business in the best possible shape so that, when you do find a buyer for your business, its value will be maximised and the stressful sales process will go as smoothly as possible.

It is ideal for business owners whose company has an annual turnover between £5m and £50m, makes over 5% net profit and who would like to sell within the next 24 months. This may be with a view to exiting the business completely or realising cash by taking on a new investor.

What does it involve?

- Initial consultation
- Business Review Questionnaire (to be completed by you)
- Value Boost Traffic Light Report, which will give you an indication of areas in your business that need attention and why
- Subscription to The SME Rocket, DMH Stallard's blog for fast growth businesses, where you will find insight on business critical issues
- Registration to the Academy where you will have access to online articles, guides and real life experiences of clients
- Regular contact with a Value Boost adviser.

How much does it cost?

The Business Review is completely free, and we will provide you with a report detailing the areas you should address before starting the sale process, as well as recommendations to improve the general running of your business.

What you do with these recommendations is completely up to you, but DMH Stallard's advisers would be happy to help you address the recommendations from the Business Review Report.

Why should I think about this now?

Too many business owners leave preparation for sale until it's too late. They start the sale process only to find that they don't have the time to reduce unnecessary costs, renegotiate inadequate contracts, re-engineer processes that a buyer would find unappealing and generally eradicate any problem areas.

By engaging in this free Value Boost programme, by the time you come to sell your business you will have:

- Removed problem areas that a potential purchaser might use to negotiate the price down or that might hold up the sale process or cause stress
- Taken action to positively enhance the sale price
- Reduced the risk of a sale falling through, particularly as a result of a discovery made during the due diligence phase, and
- Reduced the chances of a breached warranty compelling you to pay back some of the proceeds post-sale.

Not only this, but you will also find that you have positively impacted your bottom line.



Interested?

For more information or to book your free initial consultation, please contact:

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Contact us

If you would like to arrange a meeting or just require further information on Value Boost and how it could benefit your business, please contact:



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About DMH Stallard

DMH Stallard is the law firm for fast-growth businesses. The firm works in partnership with ambitious SMEs – supporting every stage of their strategic growth objectives; large multinational corporates – delivering a genuine and much better alternative to ‘Big Law’ and; the private client needs of company owners and directors.

DMH Stallard has developed resources and products to support all its clients. The firm’s Blog, the SME Rocket, provides ‘insight to take your business forward fast’. Its resource centre, The Academy, provides free access to legal know-how and advice. The firm is able to offer its clients fixed-retainer contracts covering all their legal needs whilst delivering complete budget certainty.

The firm appoints a dedicated non-lawyer account manager to work with all its clients. Their role is to deliver the very best client service experience. DMH Stallard believes this approach is unique to law firms and significantly differentiates the firm from its competitors.

DMH Stallard continues to explore new innovations and in May 2013, the firm entered into a formal strategic alliance with Riverview Law. The alliance is designed to satisfy the changing legal needs of business customers.

With 43 partners and over 90 solicitors and other professionals, the firm is one of the most respected and forward-thinking mid-market law firms in the country. In 2012 and 2014, DMH Stallard won the Corporate Law Firm of the Year at the prestigious Insider Dealmakers Awards.

With offices in London, Gatwick, Guildford, Brighton and Farnham, the firm is committed to building long-term collaborative relationships with clients to provide significant benefits for both organisations.

DMH Stallard LLP is a limited liability partnership registered in England (registered number OC338287) and is regulated by the Solicitors Regulation Authority (ID: 490576). For more information please visit www.dmhstallard.com.

