

RCM & HCIT Intel

September 2017

Executive Planning Series, Part 2:
**Planning For Your Exit:
3 Tips**

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Planning For Your Exit: 3 Tips

Executive Planning Series, Part Two

As companies lock in their strategy for 2018 and beyond, a few planning tips are in order.

While this guidance is geared for those planning for an eventual sale of their company, it also applies to any executive seeking to create a sustainable, growing company with as much intrinsic value as possible. Taking these necessary steps now will pay dividends in the long-run!

Build your team

There's no mistaking a cohesive, capable management team. For companies that have one, it shows in everything they do. They have leaders ready to "take the wheel and drive" and the company's performance reflects this. Every buyer (or almost every buyer) wants to acquire management talent.

Get your financial house in order

Understand how buyers will view your firm's financials. It's natural for performance to ebb and flow; just be prepared to explain it. It's also better to get ahead of any accounting irregularities by hiring a respected accounting firm. Professional financials foster greater credibility and trust in the transaction process.

Establish your niche, or at least, find a better way

Niche specialists are in high demand in today's M&A market. Sure, a commoditized offering is saleable (to the right buyer), but it will rarely fetch top dollar. Consider what you want your company to be and ensure that all actions are consistent with this vision.

To ensure that your company is ready for a sale, a specialist advisor that has been there before can help you plan for an optimal exit.

In case you missed it, we released [Part One](#) of this series in early September along with our [M&A Update](#). Both articles, and other useful resources, can be found on www.greenberg-advisors.com.

About GA.

Greenberg Advisors, LLC provides trusted M&A and strategic advice within the financial services and business services sectors worldwide. The firm is best known for its expertise in Revenue Cycle Management (RCM), Healthcare IT (HCIT), Accounts Receivable Management (ARM), Business Process Outsourcing (BPO), and Specialty Finance. Focused on these sectors for nearly 20 years, the firm's professionals offer a comprehensive, yet highly specialized perspective from which to advise clients, which has resulted in the completion of approximately 125 merger & acquisition (M&A), capital raising, valuation, and strategic advisory engagements. These client successes reflect a distinct client-first approach, deep sector expertise, and roll-up-the-sleeves work ethic.

Contact us to discuss your plans or interests, or to learn more about the data contained in this M&A Update.



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