

**Run your Company
today like you want
to sell it tomorrow!**





Cash and Demand
for Deals



Uncertainty
and change



Industry and
value shifts

**There is a lot going on today
that makes it worth
considering a value creating
and harvesting transaction
for your company**



Life cycle and
personal lifestyle
consideration

Why you would consider an alternative depends on the answers to these 4 questions



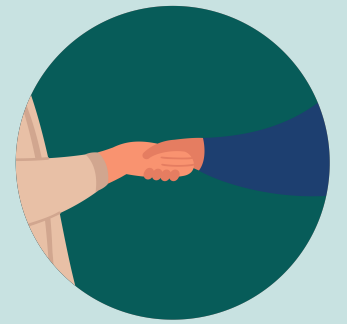
What do you want to achieve for your business- your family?



What plans do you have- what plans should you have?



What would you want to know to make an informed decision?



What's the best way for you to come to closure on this subject?

On a high-level basis this seems like a simple process



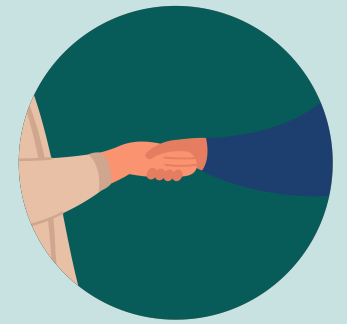
Know what you want to achieve



Set a plan to achieve goals



Execute a great sales process



Close the deal

But

- If you have not done it before, you might not be sure of the next/right steps to take

And

- You want to proceed with confidence to set up for eliciting the best outcome
- We recognize it is a process that seems tilted in favor of deal makers and has its own language, sometimes making it hard to be sure of what you think you understand

But... getting organized and started is like the beginning of a sailboat race



It's

- Scary
- Fun
- Exciting
- Rule oriented but the heat of competition sometimes overwhelms
- Known that experience counts
- A fact that often how you start dictates how you are going to finish

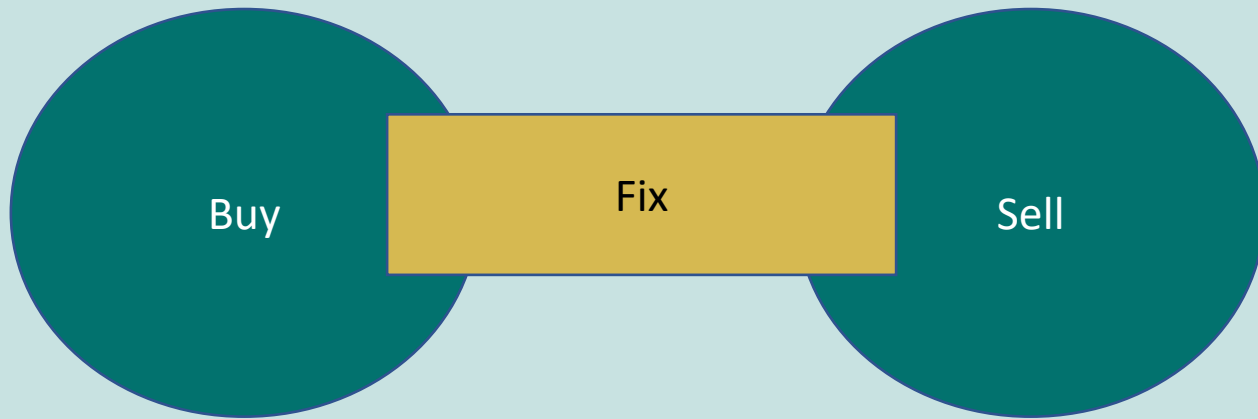
And...PMCC Ventures can help



By

- **Developing a smooth process to start**
- **Reading the winds (and the market)**
- **Helping you clearly assess and decide**
 - **Value**
 - **What you can do to win**
- **Helping you pick winning advisors for your situation**
 - **Investment Banks/Brokers**
 - **Financial and Tax Advisors**
 - **Lawyers**
- **Positioning for success**
- **Being an objective advocate for you and your goals and expectations**

We have gained diverse experience over the past 40+ years of serving transaction participants



- Understand multiple buyer type mindsets
- Have seen plenty of sales strategies
- Understands what and when to fix
- Our focus is on helping to create and sustain value

In the meantime... there is one simple concept to help you maximize value and achieve what you want



We have developed a fast-track approach to get to the issues and to begin to unlock value

Asking the right questions

- Systemic
- Get to the point
- Challenge conventional wisdom

Pinpointing analysis

- Multi faceted- Strategic, operational and economic
- Shine new light

Defining options and potential benefits

- Best investments of time and energy to achieve goals
- Establish integrated plan and timelines

**Thank you
and
Good Luck!**



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