

Why an Advisory Board?

The velocity of today's business challenges are of a nature seldom encountered in the past by middle market management teams. New issues arise and unheard of opportunities emerge at a very rapid pace. Yet management's responses to critical situations are sometimes impaired by a lack of experience.

Many middle market companies are forming Professional Advisory Boards consisting of experienced senior executives and CEOs to add clarity and judgement to dealing with these unbridled challenges.

Outlined below are several of the deliverables that we've witnessed as a result of forming Professional Advisory Boards.

- Design and execution of an enduring growth strategy.
- Focus on accretive margin improvements.
- Elevated return on assets.
- Refined organizational structures – “gamebreakers” recruited for key functional positions.
- Enhanced corporate governance.
- Mitigation of shareholder disagreements.
- Moving from a lifestyle to a professionally managed culture.
- Building sustainable value and monetizing alternatives.
- Design and execution of strategic maps utilizing 90-day action plans.

This list is not meant to be inclusive – but merely to identify how Professional Advisory Boards can make a real and clear “comparative difference”.