QUEST

Advisory | Business Succession | M&A

EXPLORE - GROW - CHANGE - LEGACY

EXPLORE with our Planners

Access your Strengths

In our **EXPLORE** package, we get to know you, your business, and your ultimate goals. We utilize our best thinking and innovative technologies to provide insight into the health of your business and reveal opportunities for growth.

Our client service team will deliver a customized management summary with observations, recommendations, and a timeline for goal achievement

A thorough analysis of the business owner’s net worth - including:

- business valuation
- real estate estimates
- deferred income tax implications
- personal liquidity analysis

A thorough understanding of the potential marketability of the business:

- business benchmarking analysis
- access to debt analysis
- quality of earnings assessment

Business and personal goals documentation including gap analysis, succession planning, pros and cons of exit options and prioritization of action items

Achieve your optimal state

Our GROW package is designed to help business owners achieve optimal growth in preparation for eventual transition.

Our CFO and client service team will work closely with you to continuously deliver observations, recommendations, and a path forward.

GROW with our CFOs

New Offerings to protect your company in uncertain times:

- Execution of discoveries made during exploration.
- Industry reporting from Quest's exclusive technology and data resources.
- Market test: Confidential outreach to targeted groups to validate saleable value and to build relationships with future buyers.

Analysis of existing systems and processes, and planning execution of projects that will contribute to growth and enhance the value of the business.

- employer incentive plans
- employee ownership options
- revenue and margin, EBITDA, and cash flow enhancer
- debt and capital restructuring and recapitalization
- forecasting and budgeting
- capital search and speed of cash

CHANGE with our M&A team

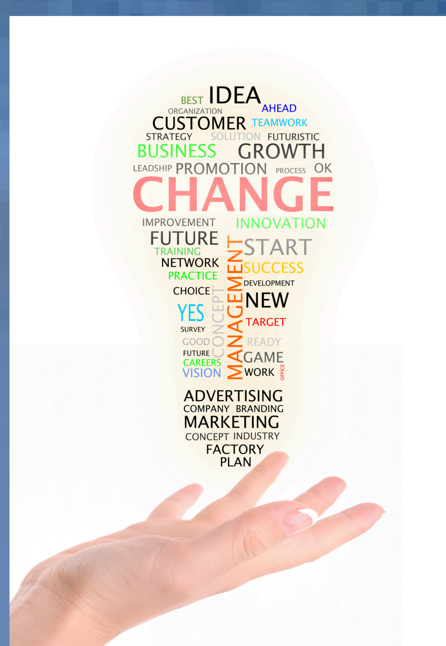
Embrace the next step

Our CHANGE package is designed for the business owner who is ready for the next phase of life. Now that the enterprise development plans are complete and the environment is favorable.

Our Change Package includes the following

1. **Execution of discoveries made during Explore and Grow Stages**
2. **In-depth analysis of the exit options and future ownership options that make sense for your business and future plans.**
   a. **Employees/ESOP**
   b. **Family**
   c. **Third-party options**
3. **Coordination with your estate, family, and tax planning**

4. **Full management of the competitive exit process:**
   - **family office coordination**
   - **targeted buyer outreach**
   - **negotiation and analysis of offers**
   - **facilitation of struction and tax advisory support**
   - **creation of marketing and offering**



Achieve financial and lifestyle goals with securing your legacy

Our LEGACY package protects all that you have built and ensures you move confidentially and excitedly into the next phase of life.

- **Preserve the future of the company and the financial security of your family.**
- **Explore options for enjoying life that goes beyond finances. What do you WANT to do in this next phase?**

Create your **LEGACY** with our Chief "Family" Officers

For the retiring business owner who decides to continue investing in private businesses and the business owner that doesn't need to sell their business, our Legacy package provides.

- Family office management in coordination with other advisors
- Leading of buy-side M&A strategy to further the growth of the exiting business
- Estate, family, risk mitigation, and income tax planning to generate, maintain, and preserve family wealth
- Management of existing private business investments
- Post-transition support of legacy business interests
- A private equity platform to invest in or buy businesses for your family
- Business continuation and internal succession strategies to support the family, key employees, and business goals
- Organization of charitable platforms to achieve philanthropic goals

<u>The Family Roots</u> tool allows Quest to serve our family office and our Chief Family Officers to provide REALTIME transparency across multiple family business assets and companies for asset management and optimization, for estate planning and ease of generational transfer of wealth, for simplification and transparency for stakeholders, trustees, beneficiaries, advisors, board members, etc.

What are the capabilities of the tool: customization including but not limited to:

1. Wholistic real time valuation of operating companies to support estate and family planning and decision making with regard to investments, acquisitions, and divestitures.
2. Dashboarding supporting working capital reporting across the entire portfolio.
3. ROI reporting.
4. Trust reporting to support reporting by owner including Trusts, individuals, and beneficiary reporting to support transparency and multi-generational transitions.

Why is this tool useful?
It supports cashflow consideration across multiple assets and family members, It supports efficient estate planning and execution across multiple family members, and it supports quicker decision making and increased ROI with transparent real time measurement.

Who needs real time transparent reporting?

- Patriarch / Matriarch - Family leaders of the businesses
- Estate attorneys and planners
- Trustees and advisors to the family
- Family members and board members to understand the complexity

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Support Team

www.questnow.net

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Partner | Director of Legacy

Kristin Couch
Partner | Director of Growth

Ron Niekro
Partner | Director of Change

Rhonda Hollingsworth
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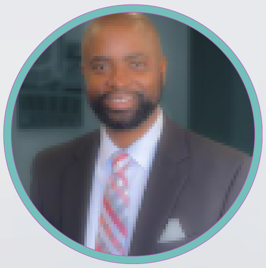

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CenterPoint CFO
A QUEST Company

www.centerpointcfo.com

We offer retained CFO services on a part-time or project basis where we commit to serve as your company's CFO for a period of time in a manner that is custom-tailored to fit your business.

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Founder | CFO
*Manufacturing and Service

Dave Cusumano
CFO
*Automated Warehouses and Manufacturing

Dishan DeSilva
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Paul Perialas
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*Industries served but not limited to

Serving privately-held businesses in the small business and emerging middle market business community, Gateway provides access to seasoned accounting Resources with years of experience and advanced business acumen in all areas of accounting. Our clients appreciate working with accounting talent that “gets” their business and can add value beyond the numbers.

www.makeanimpactnow.org

Make an Impact Foundation, our partner nonprofit organization that helps Quest execute projects in the community that help children and family in need through their My Corporate Impact Platform. Quest, with the help of Make an Impact Foundation impacted thousands of children over the last few years.

Interested in Make an Impact Foundation partnering with your business, reach out to Deborah or Ali.

Deborah McKee
Director of Impact Operations

Ali Verlander
Director of Impact Development

The mission of Make An Impact Foundation is to promote the education and well-being of children by identifying those in severe need (homeless, poverty, etc.) as well as those with learning needs, emotional needs, disabilities or disease and creating an opportunity to produce change in their lives. Our vision at MAIF is to meet the needs of children by identifying worthwhile projects and finding donor partners to help meet each need.

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Having a combined firm will leverage our expanded capabilities to offer clients a seamless transition from pre-deal advisory through post-merger integration, ensuring long-term success!

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