

THE TRANSITION STRATEGY... GETTING STARTED

CUTWATER
SHIFT

EQUITY REVITALIZATION

MISSION STATEMENT

We activate and realize our clients' optimal value by driving improved business results, overcoming challenges and eliminating vulnerabilities.

CUTWATER SHIFT

S = Sustainable

H = Holistic

I = Innovative

F = Fiscally-Focused

T = Transition

Ask us about each of the components of our SHIFT Implementation - they are critical to a successful transition.

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TRANSITION STRATEGY INITIAL ASSESSMENT CHECKLIST

Organizational

- Signed Cutwater Shift NDA/Confidentiality agreement
- Legal business name and state of incorporation
- Business ownership structure
 - Business entity
 - Names of Owners/Principals (Designate Majority Owner)
- Objectives of the ownership/principals (check all that apply)
 - Sell/Merge
 - Refinance
 - Determine cause of market share decline
 - Other
- C-Level Organizational Chart
 - CEO:
 - President:
 - CFO:
 - CMO/Marketing Director:
- Other Advisors
 - Wealth Management/Family Office Firm
 - Financial Advisors
 - Corporate/Operating Banking Representatives

Financial

- Latest annual financial statements
 - Profit & Loss Statement
 - Balance Sheet
 - Cash Flow Statement
- CPA Firms
 - Audits
 - Accounting Work
 - Tax Returns

Legal

- Summary of major Legal issues (cases) facing the business
- Attorneys:
 - Corporate/Family Attorney
 - Litigation Attorney (Specify per case)
- Industry regulation concerns/issues/investigations