Draft for Mike's review. Not yet approved by Mike.

NEXUS ADVISORY

Buyer's Eye Review DRAFT

Offered by Nexus Advisory

See what depends on you. Plan the handoff.

See what depends on you, what is documented and what needs attention before a handoff.

What you get

01 Value assessment
A plain-language review of how ready your business is to hand off and what stands in the way.

02 Fix scan
A look across systems, agreements and responsibilities that could stand in the way of a handoff.

03 A short priority list
The fixes to consider first, ranked by effort, cost and relevance to the handoff.

If you want help carrying them out, I can stay on as a fractional executive.

The fix scan: twelve areas

- Technology modernization
- Contract renegotiation (vendors, leases, customer terms)
- Recurring revenue (service plans, maintenance agreements)
- Owner dependence (what breaks when you step away)
- Cash flow (billing, collections, payment terms)
- Key staff retention and documented know-how
- Process re-engineering
- Pricing and margin by customer and product
- Customer concentration
- Financial reporting a buyer will trust
- Payment processing and banking costs
- Licensing and compliance housekeeping

Why Mike

Two decades running large operations: Wise, Goldman Sachs (Marcus and Apple Card), Discover (as Chief Digital Officer) and Bank of America/MBNA.

A buyer's eye. I've evaluated many Central Texas businesses through a buyer's lens.

My client agreement includes a no-bid commitment: I will not bid to buy any business I advise.

Local. Based in Austin.

How an engagement works

Step	What happens	Timing
1. **Intro call**	We talk about your business and whether this fits.	[30 minutes]
2. **Assessment and fix scan**	I review your financials, contracts and operations, and meet with you and key people.	[X weeks]
3. **Readout**	You get the readiness findings and ranked fix list, in plain language.	[1 meeting]
4. **Optional: fixes**	I help you carry out the top fixes as a fractional executive.	[Monthly, as needed]

Fees and timing

[Assessment fee: TBD]
[Fractional engagement: TBD]
Assessment and fix scan: [X weeks]

Request a fit call https://nexusadvisory.io/readiness-review/

Advisory only. Not tax, legal, accounting or investment advice.