

BUILT TO TRANSITION. BUILT TO LAST.

Exit readiness for owners planning against a 2 to 7 year transition horizon.

Most owners get the deal advice once the LOI is on the table. By then, most of the value is set. Only one in three family-owned businesses transitions cleanly to the next chapter; the hardest part isn't the financial math, it's the emotional math. Exit Readiness is the multi-year operating work that builds the multiple before the buyer ever asks.

FOUR PARALLEL WORKSTREAMS

01 · OPERATIONS

Right people in right seats. Documented systems. Operating cadence. Owner-dependency reduced on purpose, quarter by quarter.

03 · LEADERSHIP BENCH

The team that runs the business after the seller leaves. Hiring, upgrading, retention, documented seats.

02 · FINANCIALS

Investor-grade clarity. Diligence-ready monthly close, KPI dashboard, customer-level profitability, working capital normalized.

04 · INTERNAL EQUITY

Resolve it before the buyer asks. Phantom equity, family pathways, key-employee retention, cap table cleaned.

The work before the deal is bigger than the work in the deal. The simplest readiness test: if the owner can take a month off and the business runs cleanly, the multiple goes up. If not, the business sells at the owner-dependent multiple. 24 to 36 months of parallel work across operations, financials, bench, and equity. We run all four, alongside your CPA, banker, and attorney.

DILIGENCE QUESTIONS.



01 CAN IT CLOSE IN 45 DAYS?

Books, contracts, customer files, employee records. Drag here kills deals or chips the price.

03 RUNS WITHOUT THE OWNER?

If not, the multiple drops. We build the bench and prove it with the owner stepping back over 12 to 24 months.

05 ORG CHART POST-CLOSE?

Buyers want a leadership team that doesn't walk at close. Retention plans documented in advance.

02 CUSTOMER CONCENTRATION > 20%?

A single customer over 20% is a discount lever. We diversify, bind contracts, document risk.

04 EBITDA-TO-QOE GAP?

Owner add-backs, related-party transactions, working capital. We close the gap pre-LOI.

06 INTERNAL EQUITY CLEAN?

Family equity, phantom equity, side promises. Resolve with counsel before diligence opens.

THE PATH IN



FREE

FOUNDATION CHECK

Bedrock Score on our website.
24-hour reply.

FREE

CORNERSTONE SESSION

30 to 60 min with both partners.
We name the binding constraint.

PAID

QUARRY-TO-CAPSTONE DIAGNOSTIC

Three to four weeks. Capstone Report delivered.

ENGAGE

EXIT READINESS ENGAGEMENT

Driven by **Value Creation Plan**. 24 to 36 month runway.



JARED LUEGERS, CFA
FOUNDER & OPERATING PARTNER

Builder by instinct, operator by track record, investor by training. Founder of OWN Indiana. Has run operations through a \$200M strategic sale and separately helped acquire a small Indiana operating business. From Jasper, Indiana.



RYAN ANOSKEY, CPA
CFO PARTNER

Finance-first operator. 13+ years in transaction due diligence, valuation, audit, and corporate finance. 100+ Quality of Earnings engagements and valuations delivered. From Evansville, Indiana.

START WITH YOUR BEDROCK SCORE

Under 10 minutes. 24-hour reply.

Email jared@limestonesp.com

Phone 317.820.2468

Web www.limestonesp.com

BUILT IN INDIANA
BEDFORD LIMESTONE COUNTRY