

# START HERE

## WHO WE SERVE

Good Companies who want to be Great

Owners looking to exit

Owners Who Would Benefit from Mastermind Groups

Companies who want to acquire to grow

Corporate restructuring to re-engineering

### Good Companies who want to be Great

- Revenue enhancement
- Expense controls
- Operational efficiencies
- Business valuation and strategies to increase value
- Financial re-engineering
- Margin enhancement
- Cash flow management
- A/R and A/P controls
- Metrics and financial reporting systems

### Owners Looking to Exit

- Operational and financial readiness
- Proposal (Exit/Acquisition) evaluation with projected

financial impact

- IP and staffing issues related to sales of companies
- Corporate culture and staff performance reviews
- Systems review

## **Owners who would Benefit from Mastermind Groups**

It's lonely at the top. However, that does not mean you have to go it alone. Owning a business automatically enrolls you in the School of Hard Knocks. Perhaps it's time to drop out of the School of Hard Knocks and learn valuable lessons from your fellow CEOs?

- Increased accountability
- Business owners with similar backgrounds to bounce ideas off of
- A strong support network
- Access to professionals with complementary strengths
- Improved delegation skills
- Higher quality of living
- Increased profitability
- Business coaching input
- Improved level of business expertise

## **Companies who want to Acquire to Grow**

- We help with valuation of identified acquisition targets
  - project combined values and
  - Projected cashflow
- Corporate culture diagnostics help identify integration

pitfalls

- We do acquisition integration –
  - We help integrate the different company cultures
  - Integration of billing, financial, and customer acquisition systems
- Review internal and external communications

## **Those in Need of Corporate Restructuring to Re-Engineering**

- Diagnostics to uncover misalignment, in operations, finance, sales, staff and customer needs
- Implementation of process and procedures
- Corporate restructures when things go really wrong
- Metrics and measurements
- Testing and validating corporate strategic plans, Vision, Mission
- Sales funnel, WIP, Customer management reviews
- Review internal and external communications

## **What the Business Community has to Say**

*Ron was an invaluable asset to our executive team. His outstanding research challenged the status-quo by showing that the market's assessment of credit growth was tied to bricks and mortar branches was wrong. His findings changed our perceptions and ultimately made MBNA possible.*



Charles M. Cawley  
Founder, MNBA

## **Charlie Cawley**

Founder, CEO and Chairman, MBNA a \$34B company

*Ron was a key asset to the turnaround and restructure team that plugged the \$25 million annual shortfall of our Western Division. His keen analytical abilities and sense of strategic direction made him a leader in solving this insurmountable drain on our revenues.*



William Daiger  
CEO, MNB

## **Bill Daiger**

CEO, Maryland National Bank

*We are recognizing Ron Wills for his proven record in rebuilding and revitalizing companies in Maryland and his demonstrated core commitment to the betterment of our community.*



## **Pradeep Ganguly**

Montgomery County Economic Dev. Director

*Ron (Wills) has accomplished amazing results in restoring our 150 year old institution to its former glory by energizing our constituencies, raising over \$13 MM targeted to rebuild the campus and proposing plans that have led to a tripling of the institution's revenue. Ron has shown true leadership through his actions and accomplishments.*



## **Kevin Foster**

President, Alumni Association recognition, historic

Washington, DC non-profit

*Ron's leadership, creativity and business acumen contribute greatly to his personal success and enhances the organizations he is affiliated with.*



**Dave Edgerley**

Former Maryland Secretary of Economic Development

**If you don't contact us  
there isn't anything we can do for you.**

**CALL US TODAY AT (240) 242-9483**