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## **BUSINESS STRATEGIES ASSOCIATES, INC.**

is a Transitional Planning Consulting Firm specializing in privately held, middle-market companies. Our strategic advisors identify and develop a success strategy for:

- **Divestitures**
- **Turn-Arounds**
- **Equity Infusion**
- **Re-capitalization / Financial Restructuring**

Our approach is based on the strong day-to-day hands-on operation experience of our team. We work with more than just capital. We focus on maximizing the value of your business to achieve corporate and individual financial success.

We are service oriented and demonstrate the highest level of confidentiality and integrity. Not only do we provide the necessary resources, we also provide expertise in management and advisory services in the areas of operations, marketing and finance.

We have provided solutions to a wide variety of businesses from simple to the most complex. We develop solutions based on objectives, using the combined experience of our team.

Although each opportunity is unique, we consistently rely on our high standards of professionalism to provide you with the results you need. We are:

- **Knowledgeable**
- **Innovative**
- **Results Oriented**
- **Responsive**
- **Entrepreneurial**

### **DIVESTITURES**

We evaluate and make recommendations based on information obtained from the in-depth analysis of the business. We work for you to optimize the results of each transaction. We negotiate, structure, and close each transaction while working closely with management to increase performance and value.

### **TURN-AROUND**

We bring a multi-dimensional approach to underperforming businesses. We identify the leadership needs of the business and provide the interim leadership needed for success.

We find alternative solutions for troubled businesses. We work with you to improve the performance and potential of your business while assisting you in developing long-term strategies for success.

### **EQUITY INFUSION**

Through our network of relationships, we can identify sources of equity that are suited to your business needs and structure each transaction to fit your strategic initiatives. We will suggest financial alternatives and work with you to select funding options. We will aggressively pursue capital resources, negotiate the right transaction, and assist you in continuing business under revised conditions. We focus on maximizing opportunities and outcomes.

### **RE-CAPITALIZATION / FINANCE RE-STRUCTURING**

Using experience, analysis and objectivity, we combine a personalized approach with proven expertise to the proactive management of your business. We develop initiatives that will guide you through the process of improving of your financial stability. We use our extensive knowledge to provide a "Hands-On" approach in leading the management team to a work environment where everyone makes a meaningful contribution. We can provide valuable leadership in situations requiring re-capitalization for a seamless transition in management / ownership.

### **REAL ESTATE EXCHANGES**

We can serve in the capacity as a qualified intermediary to facilitate the exchange of real estate between multiple parties. We can assist in locating qualified buyers and sellers in order to achieve the tax benefits of like kind real estate exchanges.

### **FEE STRUCTURES**

Our fee arrangement is flexible. Services are success fee based, however we will work on a monthly retainer or pre-approved consulting fees if that more closely matches our client's needs.

**For more information call:  
Steve Oyer 574-202-1833**

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