EXIT CFO SERVICE

Exit Readiness Planning

FOR LAW FIRMS • **$2,500** one-time engagement

The biggest factor that quietly drags down a law firm's value is owner dependency. If the practice runs on you, a buyer sees risk, not value. Exit Readiness Planning gets you ready, personally and operationally, and shows you what a real deal looks like, well before an offer is ever on the table.

Exits are won or lost in the years before the sale, not the weeks.

At our core, we believe in giving you the tools and clarity to exit on your terms. We stay beside you through every phase, from organizing your firm to connecting you with the right people for what comes after.

WHAT'S INCLUDED

An 8 to 12 week guided engagement, structured across four phases, that gets your firm organized, scored, and prepared to sell.

- Readiness scoring based on your goals and timeline
- Document checklist to locate what you have, not fix it
- Non-negotiables exercise to clarify your must-haves
- Readiness Assessment Report
- Value Improvement Plan with timelines and owners
- Intersection with the valuation team in Phase 3
- Referral connections for tax and wealth planning post-sale
- A roadmap that runs from today to the closing table

HOW WE MAKE IT HAPPEN

- **Your timeline, not the buyer's.** Most owners react to exit pressure. This is about getting ahead of it, building value on purpose so you control the conversation when buyers come knocking.
- **Four phases. Real deliverables.** Every phase produces a tangible output: a readiness score, an assessment report, a value improvement plan, and a referral network for post-sale planning.
- **The Afterlife phase.** Most advisors stop at the sale. Once you close, you will have liquidity, a tax event, and a new chapter. We connect you with trusted partners in tax strategy and wealth management.
- **Know what a deal really looks like.** A sale is rarely all cash up front. We prepare you for earn-outs, equity rollovers, and the commitment to stay on, so the structure never catches you off guard.
- **A CFO, not a consultant.** You are not hiring a report writer. You are working with a CFO who understands your financials, your risks, and your goals, and stays with you until the plan is built.

Ready to plan your exit?
Your catalyst for accelerated profits

pam@cathcap.com
cathcap.com