RC The Readiness Council

FOR M&A ADVISORS · BUSINESS BROKERS · INVESTMENT BANKERS · LENDERS

What happens to the ones you turn down?

You hand them the list. Books that won't survive diligence. The whole business running through one person. One customer that's half the revenue. Then you tell them to come back in two or three years.

Almost nobody comes back.

You lose the listing. They lose the value. The list sits in a drawer, because the owner is still running the company and has no capacity to manage six specialists on top of it.

We're where you send them.

01

We get the list done, not re-diagnosed.

You already told them what to fix. We take what you flagged, put it in the order that moves the number most, and drive it to finished.

02

We bring the specialists.

Vetted, priced, and managed, one per discipline. The owner never goes shopping and never wrangles six vendors.

03

They come back to you.

Re-scored against the same standard you used, with the relationship yours the whole way through.

What changes

TODAY	WITH THE READINESS COUNCIL
Turndowns leave and never return	They come back to you ready, at a higher number
Your list is advice	Your list is a project with an owner and a deadline
No visibility after you say no	Monthly updates until the re-score
Re-engaging in two years is a cold call	You're the reason they got there

How a handoff works

STEP ONE

You introduce us to the owner. One email, you on the thread.

STEP TWO

We take it from there and pick up exactly what you flagged.

STEP THREE

We scope the plan and share it with you, with the owner's consent.

STEP FOUR

Monthly updates until they're ready for market.

What we are, and what we're not.

We're not a broker, an advisor, or a competitor for the listing. We don't give legal, tax, or investment advice. We do one thing: we make the work on the list actually happen, and the owner stays yours.

What do you do with your turndowns right now?

Twenty minutes. That's the whole conversation.

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