



UNLEASH YOUR FUTURE WORKBOOK

PREPARE FOR YOUR FREE
CONSULTATION WITH UNLEASH EPIC



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THINKING ABOUT YOUR EXIT STRATEGY?

What if:

- You had a clear picture of your company's true value and potential?
- You understood your options for a successful exit, whether selling, transitioning, or scaling?
- You were connected with a high-integrity private equity firm for potential investment or acquisition?

TAKE THE FIRST STEP: A FREE CONVERSATION WITH US

This consultation is perfect for business owners like you who are:

- Curious about exit options but unsure where to start.
- Ready to optimize operations and unlock hidden value.
- Interested in partnerships with reputable investors.

WHAT TO EXPECT ON THE FIRST CALL (30 MINUTES)

- A relaxed and confidential conversation focused on your goals and aspirations.
- Expert insights from a former military officer, Fortune 500 executive, & Big 4 consultant with a proven track record of success.
- Tailored guidance to understand your current position and chart a path forward.
- No pressure, just possibilities.
- We'll explore options without obligation.

HOW TO PREPARE

Use the workbook on the next two pages to think about where you are today and where you want to go.

This workbook is yours. We won't ask for it, we just want you to be ready to discuss your business and your future.



1. GOAL CLARITY

What are your goals for your business future?

- ☐ Selling your business ☐ Passing it to family or partners
- ☐ Expanding Operations ☐ Exploring other options

What does success look like? Be specific.

2. FINANCIAL SNAPSHOT

Remember, there's no pressure to fill this out perfectly! And, you don't need to share if you don't want to. This is just to give you a head start on the conversation.

	Y/E 20____	Y/E 20____	Y/E 20____
Revenue	<hr/>	<hr/>	<hr/>
COGS	<hr/>	<hr/>	<hr/>
Gross Profit	<hr/>	<hr/>	<hr/>
Operating Expenses	<hr/>	<hr/>	<hr/>
EBITDA	<hr/>	<hr/>	<hr/>
Net Income	<hr/>	<hr/>	<hr/>

Look like greek? No worries, you're not alone! It's not critical to have these numbers for the first call, but you will eventually need them to talk with any potential investor. Your book keeper or accountant should have these numbers readily available. Also, here's is a [resource guide for you](#) to better understand your Income Statement.

Additional Notes on your Finances

Consider calling out significant assets or liabilities in your business





3. BUSINESS OVERVIEW

Summarize your business model in 3-5 sentences.

How does your business make money?

Describe your target market.

Who are you selling to?

What set you apart from your competitors?

What is your Unique Selling Proposition?

Describe your management team.

On a scale of 1-10, how ready is your business if you step away?

What questions do you have?





DURING THE CALL

- **Open communication:** Share your goals and aspirations openly and honestly. The more I understand your vision, the better insights I can provide to you.
- **Data driven insights:** Be ready to discuss your financial metrics and trends. This helps us identify potential areas of improvement and assess your readiness for various exit options.
- **Open mind:** Approach the conversation with an open mind and willingness to explore different possibilities. The optimal path may not be what you originally envisioned, and exploring diverse options can lead to unexpected opportunities.

Remember:

- **No pressure:** This is a collaborative conversation to explore your options. There's no obligation to move forward after the call.
- **Focus on progress:** We'll work together to identify actionable steps, whether it's further analysis, improvement recommendations, or an introduction to Karpos Capital Partners.

AFTER THE CALL

Based on our conversation, we'll discuss potential next steps, which may include:

- **Deep dive session:** With your permission, we can analyze your financials and performance data for a more comprehensive assessment.
- **Warm introduction to Karpos Capital Partners:** If your business aligns with their criteria, we'll connect you with this high-integrity and respected private equity firm.
- **Tailored recommendations:** If additional preparation is needed before pursuing an exit strategy, we'll offer personalized suggestions.

LET'S TALK.

Unlocking your future starts with a conversation.
Let's explore the possibilities together!

**SCHEDULE YOUR COMPLEMENTARY
SESSION TODAY!**





UNLEASH EPIC
BUSINESS PERFORMANCE

OWNER

JOHN VYHLIDAL

As a former military officer, "big 4" consultant, and Fortune 100 leader, I have learned, practiced, and taught how to be an effective leader in some of the most complex environments imaginable.

To be honest with you, I've learned the hard way, with lots of success, and lots of failure. I love helping others by sharing what I've learned along the way. In short, let me help save you some time.

I know what works and what doesn't.

Our world needs more people who are genuine in their pursuit of both their personal and professional goals.

I appreciate your dedication to improving yourself, and your ability to accomplish your epic dreams!

Vyhlidal

UNLEASHEPIC.COM

**BUSINESS
PERFORMANCE
& LEADERSHIP
EXPERT**

**FORTUNE
100**

**BIG 4
CLIENT SERVICE**

**MILITARY
OFFICER**



At Unleash Epic we do two things:



01. Empower Leaders

We believe in **taking action** to authentically help:

- **anyone** have the information and resources they need to grow their leadership confidence
- **leaders** implement the most critical solutions to drive their business forward



02. Transform Businesses

We believe in **bold ideas** that help business owners:

- **understand** what it takes to run a successful business
- **apply** practical tools to achieve their dreams and establish their legacy

Our world needs better leaders.
We are thrilled that **you** are up for the challenge!

Contact

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