

FOR CPAS AND TAX ADVISORS

Your client is about to have their numbers tested by a stranger. We do it first, and hand them back.

When an owner sells, a buyer's team or a lender's firm reconstructs the last three years from the bank statements up. That is not a judgment on your work; it is a different job, for a different reader, and it happens whether or not anyone prepares the client for it. **We do that job first, and your client comes back to you with the return and the books still yours.**

3 + TTM

FISCAL YEARS

The period a buyer's team tests, plus the trailing twelve months

0

RETURNS WE PREPARE

We are not your client's accountant and will not become one

0

LISTINGS WE TAKE

Not a broker, no success fee

1

HOUR OF YOUR TIME

The returns, the trial balance, one conversation

WHERE YOU SIT, WHERE WE SIT

You keep	We do THEN HAND BACK
▪ The return, the books, and the monthly work ▪ The client, and the planning around the sale ▪ The tax structure of the deal, and the opinion on it	▪ Every add-back tested against a document and a benchmark ▪ The proof of cash, bank statements to the income statement to the return ▪ The working capital figure a buyer will negotiate, and the report a buyer's team reads

WHEN TO SEND ONE OVER
A BUYER HAS SURFACED

The books are on a cash basis, or personal expenses run through them, and the client asked whether the numbers will hold.

A LENDER ASKED FOR A QOE

On an SBA sale at \$3M and above the bank now orders its own; the client should know what it will find first.

THE CLIENT IS 12 TO 36 MONTHS OUT

A review now names what to fix while there is time; most of it is bookkeeping you already know about.

"Why not just use my accountant?"

Because the buyer's team will ask who tested the numbers, and the answer cannot be the person who prepared them.

A sell-side review has to be independent to be worth anything at the table. That is why it is a separate engagement, and why it does not compete with you.

Fixed fee in writing after a thirty-minute call: Light from \$10,000, Core from \$15,000. When a client of ours needs tax work we send them to the accountant already in the room. Our mutual NDA by default, yours on review. Ryan Anoskey, CPA, Partner, leads the work; Jared Luegers, CFA, Founder and Managing Partner, performs the second review; LIMESTONE issues the report.

Send us **one client you are worried about**. The first read is free, and it comes back to you in writing.

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