

## THE VALUE OF HIGHER STANDARDS



Smith Carpenter was founded on an important principle – provide clients with a higher standard of service. In an industry where owners of smaller businesses are largely under served, our unwavering commitment to this guiding philosophy sets our firm apart.

Our pursuit of Higher Standards in all that we do is more than a goal for us – it is the essence of who we are as a company. Because we believe that sustaining our client's trust and confidence requires nothing less.

This time-honored principle is all about providing you with value; the value of our knowledge, insight and expertise; the value of our disciplined advisory process; and the value of access to our network of professional resources.

Higher standards are an ideal worth expecting, worth demanding and worth fighting for.

***Because with higher standards,  
anything is possible.***

## ABOUT SMITH CARPENTER

**Smith Carpenter** is a business intermediary and advisory firm serving the small to mid-size business market. We specialize in working with business owners and entrepreneurs on improving, growing, acquiring and selling privately owned businesses.

Our clients look to our full range of business transfer and advisory services to help them:

- enhance productivity, profitability and revenue growth
- unlock the hidden value in their businesses
- realize the full market potential from a sale or divestiture
- identify, seize and capitalize on start-up, acquisition and expansion opportunities

At Smith Carpenter, we're committed to helping you achieve what's important to you. We're confident that our unparalleled work ethic, high standards, and absolute commitment to personalized client service will give you the edge you need to succeed in a tough marketplace.

**Smith Carpenter & Company, Inc.**  
191 Post Road West  
Westport, CT 06880  
Telephone 203.221.2825  
Fax 203.221.2845  
Email: [info@smithcarpenter.com](mailto:info@smithcarpenter.com)  
[www.smithcarpenter.com](http://www.smithcarpenter.com)



©Smith Carpenter & Company, Inc. All Rights Reserved



*Service Built on Higher Standards*



- Sales & Acquisitions
- Business Advisory Services

When buying or selling a business, going it alone can be full of surprises and pitfalls. Many factors impact the outcome, which can make the process a complex and emotionally charged experience. If not handled properly, a portion of your wealth could end up in the hands of others.

We can help you arrange the best transaction for your needs and expertly guide you through each step of the process.

Our full range of business transfer services include:

- Seller/Buyer Advisory
- Marketing Portfolio Preparation
- Business Evaluations
- Due Diligence
- Divestiture/Transition Planning
- Marketability Assessments
- Post-Sale Consulting
- Retained Acquisition Searches
- Loan Packaging Assistance

### BUSINESS ADVISORY SERVICES

Today's business owner has more complex needs than ever before. Having an advisor you can turn to for specialized knowledge and counseling can mean the difference between success and failure.

We can assist you with a broad range of business needs by providing you with expert guidance in the areas of:

- Business & Financial Planning
- Productivity & Profit Improvement
- Operations Effectiveness
- Business Start-Up Assistance
- Growth Advisement
- Information Technology
- Staffing & Recruitment
- Research
- Business Identity Development
- Crisis Turnaround
- Cost/Benefit Analysis
- Interim Management
- General Business Counseling



We are a small, boutique-style firm founded by former business owners and entrepreneurs. We share your passion to push harder, to make it happen, to get it done. As your advisor, we'll help you make the right decisions, at the right times, and work with you every step of the way.

Whether you are buying, selling, building or revitalizing a business, we can offer you important advantages, including:

### ASSURED INTEGRITY

We recognize that the sale and acquisition process is complex and sensitive by nature, and know that managing and growing a business is an all-consuming task. That's why we uphold the highest ethical standards in the industry and strive to ensure that all of your personal concerns are addressed throughout our relationship with you. You can be assured that when we make a recommendation, we are doing so because we believe it is in your best interest.

### SEASONED KNOWLEDGE

We take great pride in the professional quality of our work and assure our clients that the personal assistance they receive comes from years of experience and insight. Our principals all started in the trenches just like you, making tremendous sacrifices to become successful. We have founded, operated and sold our own businesses in a variety of industries. This has given us a

highly valuable perspective and allows us to better understand the needs and concerns of business owners and the challenges they face every day. We know the kind of results it takes to make a difference in a business owner's life, because we've been there.



### DEDICATED CLIENT FOCUS

Before we advise, we listen. When you choose us to counsel you and represent your interests, we take the time to completely understand your personal, financial and business goals. We'll ask fundamental questions and work with you to gain a deep understanding of your situation. You'll receive personal attention directly from our principals, who will tailor our services to best meet your needs.

### SCOPE

We are affiliated with national and international networks of intermediaries and related professionals. This expanded reach allows us to leverage our resources for the benefit of our clients.

*YOUR BUSINESS OBJECTIVES ARE IMPORTANT TO YOU; YOU WANT THEM TO BE IMPORTANT TO YOUR ADVISOR. WITH SMITH CARPENTER ON YOUR SIDE, YOU'LL HAVE A PARTNER YOU CAN RELY ON TO HELP BRING YOUR BUSINESS GOALS TO LIFE.*