

# The BMO Business Advisory and Transition Planning Team is **Here to Help**

## The current business owner mindset

This is a challenging time for business owners, regardless of the industry in which they operate. At this time, you may have shifted focus away from long-term succession planning conversations to give more of your immediate attention to concerns regarding cash flow and expense management, financial forecasting, capital structure optimization, working capital management, and operational efficiencies to ensure that your business is poised for success when a sense of normalcy returns to the Canadian and global economy.

## Our areas of expertise

The BMO Business Advisory and Transition Planning team consists of experts in the area of business and financial advisory services. Each member of the team has spent more than a decade working at the “Big 4” accounting firms advising business owners, and would be pleased to speak with you at this difficult time to discuss contingency planning, best practices, and to supplement your team of trusted business advisors.

## Common conversation topics


Every conversation with a business owner will be slightly different, and tailored to your specific needs. Some common topics for discussion include:

- Best practices, including managing cash flows, communicating with customers and suppliers, understanding the impact of contractual agreements, managing lender/investor relationships, and revisiting personal financial and tax plans.
- Impact of the current situation on valuation, transition and mergers and acquisitions processes.
- Acquisition opportunities for well-capitalized buyers.
- Introductions to external advisors as necessary.

## Transition conversations should continue

Despite the COVID-19 crisis, the Business Advisory and Transition Planning team continues to have transition conversations with clients, whether the preferred outcome is transferring the business to the next generation or selling to a third party. If it is an appropriate time for you to sell, you don't necessarily have to stop the process now. Where it may not be the right time to sell now, preparing for the sale and having the right conversations should continue, as the process does take time to execute. When it is time to proceed, you will be ready to move forward without having to start from the beginning.

**Every single business owner is affected by these unprecedented times, and the BMO Business Advisory and Transition Planning team wants to reassure you that we are here to help.**

 **Speak with your BMO financial professional, who can put you in touch with a BMO Business Advisory and Transition Planning Specialist to discuss how we can assist you and your business.**

