



## Banking Advisory

EXPERTISE COMMITMENT RESULTS

### bank strategic advisory services

BBI offers a suite of products and services concentrated on the strategic development of the relationship between banks and their business owner clients. With a focus on efficient and profitable business development strategies, BBI's integrated approach allows financial institutions to create continuity while at the same time experiencing a noticeable increase in the bottom line. BBI's strategic advisory engagements include: bank development, strategic planning, opportunity sourcing, raising capital and training.

### building the ultimate business & retail banker

This comprehensive bank officer training program is designed to provide banking officers with the tools needed to effectively bank business owners. This phased training program occurs over a three month period and contains elements of mentoring, group study, assessment testing and case presentation.

### financing the closely held business

Designed for seasoned banking officers, this two-day program provides commercial lenders, business bankers and area managers with practical financial tools that can be used when communicating with their business owner clients. Topics covered include: using cash flow, financial forecasting, financing growing companies and building bank sales culture.

### calling on the closely held business

Calling on the Closely Held Business is a two-day training program focused on developing a systematic approach to banking officers' business profiling and calling efforts. Topics covered include: building a strong personal brand, sales effectiveness triangle, business lifecycle and relationship banking.

### financial foundations

This two-day training program is aimed at providing bankers with a working knowledge of key financial concepts that are imperative to every business owner / banker relationship. By focusing on getting back to the basics, Financial Foundations provides bankers with the tools to be able to understand and articulate the difference between important financial ratios as well as understanding the correlation between an income statement and balance sheet.



## Business Advisory

EXPERTISE COMMITMENT RESULTS

### mergers & acquisitions

BBI is a full service M&A advisor that offers both buy-side and sell-side representation. With a broad range of industry expertise and an expansive network of strategic and financial buyers, BBI's disciplined methodology allows clients to maximize value to achieve their desired results.

### business diagnostics

BBI's business diagnostics offer an intensive evaluation of the financial health of a business. This analysis focuses on highlighting issues that can be resolved to increase viability in addition to providing proactive solutions that can be implemented to create value.

### valuations

BBI's corporate valuation services provide business owners' with a fair market value of their company. Whether preparing for sale or in conjunction with succession planning, BBI's valuation experts will provide you with the information needed to successfully prepare for your business transition.

### strategic advisory services

BBI's strategic corporate advisory services provide clients with an objective and professional analysis, focused on targeting optimal strategic directions for the company that preserve company value. Strategic advisory engagements include: restructures, recapitalizations, succession planning and growth or equity capital sourcing.

### building transferable value

This one-day training program is offered to business owners who are interested in creating and building transferable value within their company. Topics include: preparing for sale, business transitions, valuation of closely held businesses and the business sale process.

### financial management for the closely held business

This two-day training program is designed to provide business owners with practical tools to better manage and control company finances through business-tested financial management techniques. This engaging program explains in clear language what financial management is and how it can improve your company's profitability.