RE-CALIBRATE YOUR SUCCESS BEGIN WITH THE END IN MIND

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Tax Warrior, RTB Capital Group

RTB CAPITAL GROUP
BUSINESS · TAX · SPECIALISTS

About Us

At **RTB Capital Group,** we assist small businesses in reducing taxes, risk, and liabilities, while boosting value, efficiency, and cash flow.

As dedicated tax warriors for accounting pros and clients, we bring an organized process with support to lead clients to victory.

Amanda Bar, EA, CEPA
Tax Warrior

LeadHERship GLOBAL · NATP National Association of Tax Professionals · NAEA National Association of Enrolled Agents · CEPA · EPI Exit Planning Institute · NACFA LEARN FROM THE EXPERTS · TxSEA Texas Society of Enrolled Agents

TRUSTED

Do you have a clear understanding of your client's business and ensure they've **Taken All the Necessary Steps** for Success?

How to Re-Calibrate?

When Do Clients Reach Out?
Who Do Your Clients Reach Out To?

Process

Organization

Support

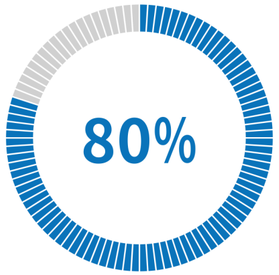
What Happens When Its Too Late?

- Financial Loss
- Operational Disruptions
- Reputation Damage
- Legal or Regulatory Issues
- Employee Morale
- Limited Solutions
- Pressure & Stress
- No Time
- Impact on Others
- Longer Recovery Time

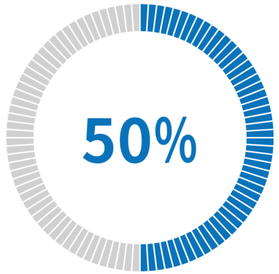
"I wish I would have known"

Why Plan With the End in Mind?

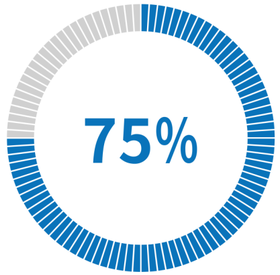
Planning with the end in mind today ensures strategic clarity, optimal resource utilization, and adaptability with an action plan to keep on track for victory.



Of an owner’s wealth is locked in their business



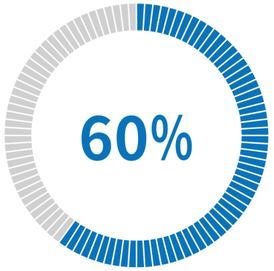
Of business transitions in the US are involuntary



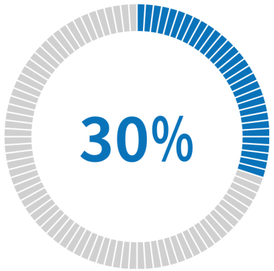
Of owner’s regret selling after one year

Exit Planning Institute Figures

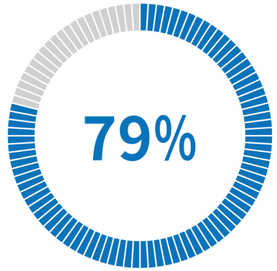
Today’s Statistics



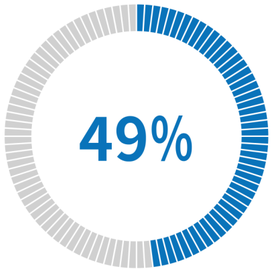
Do not understand their exit options



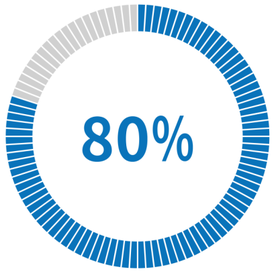
Have no transition plan in place



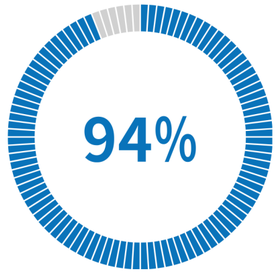
Have no written transition plan



Have done no planning at all



Have not formed a transition advisory team



Have no written plan for their next chapter

Exit Planning Institute Figures

Generations and Guiding Decisions

Perspectives	Traditionalists	Baby Boomers	Generation X	Millenials
Birth Years	1900 - 1945	1946 - 1964	1965 - 1980	1981 - 2000
Gen Nicknames	Moral Authority	“Me” Generation	Gen X	Gen Y, Echo Boomers
Key Attributes	Committed to Company	Ability to Handle Crisis	Work/Life Balance	Ambitious But Not Focused
Work Ethic	Pay Your Dues	60-Hour Work Week	Work Smarter, Not Harder	What’s Next?
Views on Money	Pay Cash	Buy Now, Pay Later	Save, Save, Save	Earn to Spend
Core Value	Family & Community	Success	Time	Individuality

Refer to the WMFC Generational Differences Report

STEP 01

Existence

STEP 02

Survival

STEP 03

Growth

STEP 04

Takeoff

STEP 05

Mature

Business Owners at Varying Stages

How are you supposed to keep track of each business owner client and what stage they are in?

What Options Do You Have?

"In every moment, choices unfold."

“In the Stands”

“In the Stands”

“On the Court”

On the Sidelines

On the Sidelines

Expert Guidance with Network

IMAGINE.

- What if you had a **Dream Team** to lean on?

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- What if you had a **Dream Team** to lean on?
- What if you could use Specialists already **On Your Team**?

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- What if you could **Work at your Desired Level** with the client?

IMAGINE.

- What if you had a **Dream Team** to lean on?
- What if you could use Specialists already **On Your Team**?
- What if you could **Work at your Desired Level** with the team?
- What if all the burden of your client's planning with the end in mind and success was **Managed and You Received Updates**?

Seven Steps to

V I C T O R Y

Seven Steps to

Value
Growth

Seven Steps to

V

Value Growth

I

“Interchange” Exit Planning

Seven Steps to

V I C

Value Growth

“Interchange” Exit Planning

Continuity Planning

Seven Steps to

V I C T

Value Growth

“Interchange” Exit Planning

Continuity Planning

Tax Planning

Seven Steps to

V I C T O

Value Growth

“Interchange” Exit Planning

Continuity Planning

Tax Planning

Operational Efficiency

Seven Steps to

V I C T O R

Value Growth

“Interchange” Exit Planning

Continuity Planning

Tax Planning

Operational Efficiency

Risk Management

Seven Steps to

V	I	C	T	O	R	Y
Value Growth	“Interchange” Exit Planning	Continuity Planning	Tax Planning	Operational Efficiency	Risk Management	Yearly Management

Growth
Takeoff
Mature

Value Growth

Do Your Clients Know Their Value?

Unlock the power of your business owner clients with clear value drivers and a proven process to achieve value enhancement results.

- Business Valuation
- Value Growth Plans
- Tangible Value
- Intangible Value
- 90 Day Sprints

Do Your Clients Know Their Exit Options?

Do your clients know the TWO main considerations for an exit? When is a good time to start planning? Why are your clients not planning yet? What about their third act plan?

Internal

- Intergenerational Transfer
- Sale to Existing Partners
- Management Buyout
- Sales to Employees (ESOP)
- Business Dissolution

External

- Sale to a Third Party
- Recapitalization
- Leveraged Buyout
- Owner-Operated Buyout
- Orderly Liquidation

Existence
Survival
Growth
Takeoff
Mature

Continuity Plan

Do Your Clients Know Who Will Take Over?

How will their business continue its critical operations and functions in the face of unexpected disruptions or disasters, which include death, disability, divorce, distress, and disagreements?

- Who can they lean on?
- How can they protect themselves?
- What would be needed?
- What can you/they do today?

Growth
Takeoff
Mature

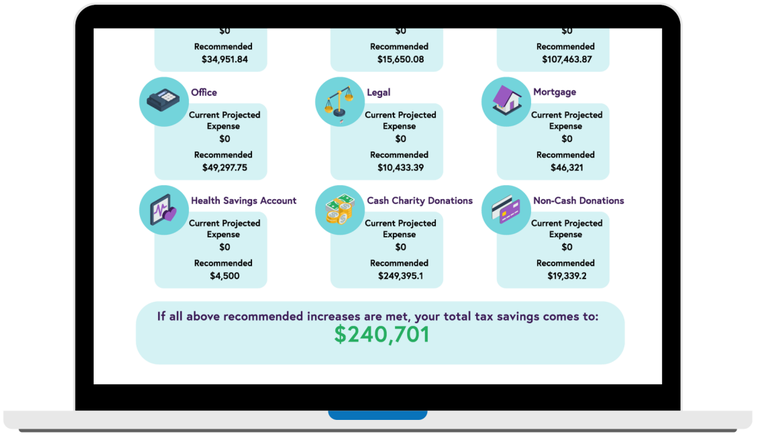
Tax Planning

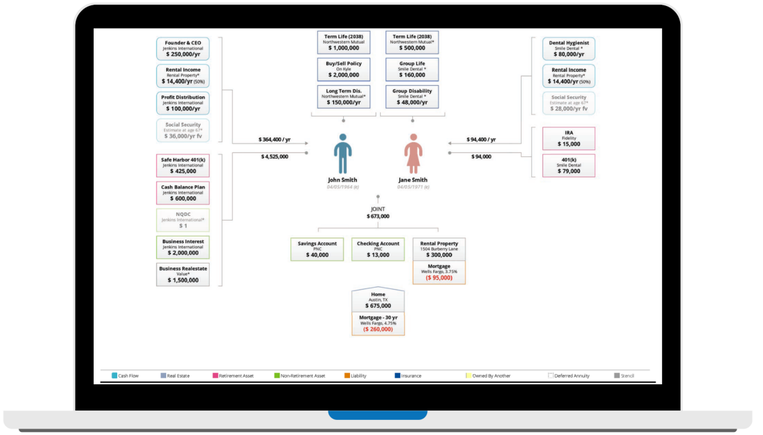
How could Tax Planning benefit your Clients?

Do your clients take advantage of the tax-saving strategies available? Do you have time to implement tax planning and coordination?

- Entity Types
- Pension Planning
- Tax Credits & Incentives
- Section 179
- Income Deferment
- Missed Deductions
- Children Employment

(and many more)





Growth
Takeoff
Mature

Operational Efficiency

How could Organization Benefit your Clients?

Operational efficiency empowers business owners and their teams by streamlining processes, optimizing workflows, and enhancing organizational performance to drive sustainable growth.

- Workflow Optimization
- Cross-Functional Collaboration
- Resource Allocation
- Outsourcing
- Feedback Loops
- Documentation
- Communication Improvement

Existence
Survival
Growth
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Risk Managment

How Prepared are Your Clients?

Risk management, crucial for business owners, involves identifying, assessing, and mitigating potential threats to ensure strategic goals are achieved while safeguarding assets and maintaining financial stability.

- Disability
- Divorce
- Disagreement
- Distress
- Debt
- Death
- Self vs. 3rd Party Insurance
- Health Plans
- Third Act Plans
- Legal & Regulatory
- Compliance
- Estate Planning

Existence
Survival
Growth
Takeoff
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Yearly Management

What Opportunities are your Clients Missing?

Yearly management services provide crucial guidance, current and updated plans, compliance, optimizing strategies, and allowing business owners to make informed decisions for long-term success.

- Review of the Current Plan & Situation
- Update/Enhance Plan
- Explore Opportunities
- Engage Network of Specialists
- Answer Questions

Where to Start?

Tax Prep
Annual Meeting

Filing
Crunch Time

End of Year
Plan Ahead

Where to Start?

Tax Prep
Annual Meeting

Filing
Crunch Time

End of Year
Plan Ahead

Introduction

Schedule Meeting

Your Dream Team Process

Network of Specialists

1 Discovery

Identify and understand the unique requirements and goals of the client.

2 Design

Develop customized solutions that align with the client's specific needs and objectives.

3 Decide

Collaborate with clients to make informed decisions on implementation.

4 Implement

Determine the most suitable starting point to address relevant matters for client.

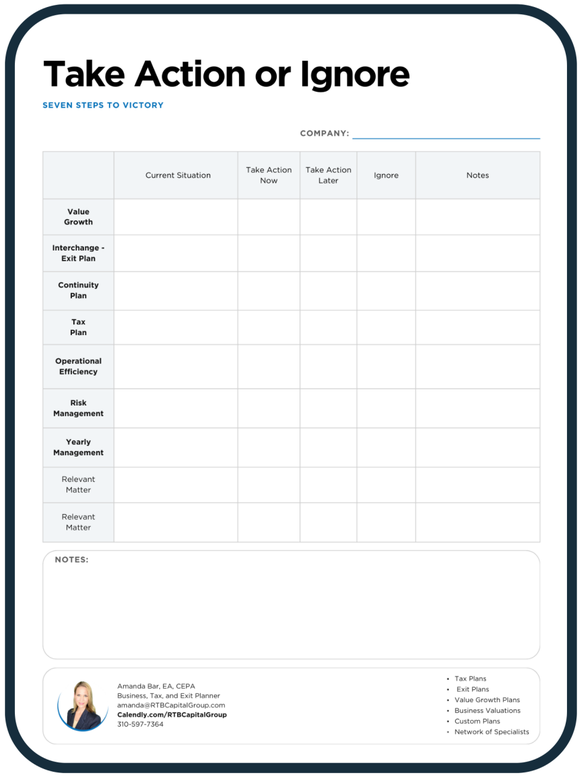
5 Manage

We offer ongoing management of services and plans with yearly reviews available.

Determine the most suitable starting point among the Seven Steps to VICTORY.

Benefit for CPAs

- **Complimentary Assessments** for Clients
- Complimentary Discovery Meetings for Clients
- Access to a **Value-Packed** Accounting Pro Portal
- **Ongoing Updates** on Clients
- **Increased Income** without the workload
- Dream Team with built-in **Guided Implementation**



Take Action or Ignore

SEVEN STEPS TO VICTORY

COMPANY: _____

	Current Situation	Take Action Now	Take Action Later	Ignore	Notes
Value Growth					
Interchange - Exit Plan					
Continuity Plan					
Tax Plan					
Operational Efficiency					
Risk Management					
Yearly Management					
Relevant Matter					
Relevant Matter					

NOTES:

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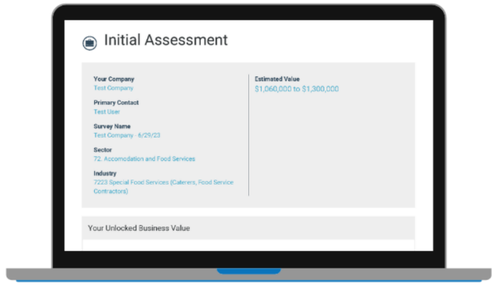
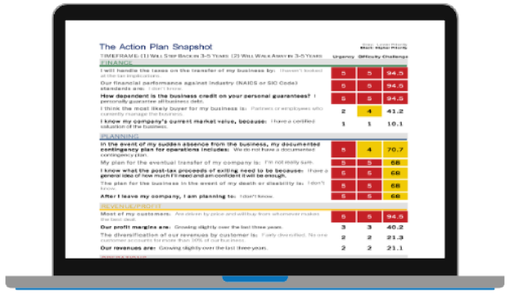
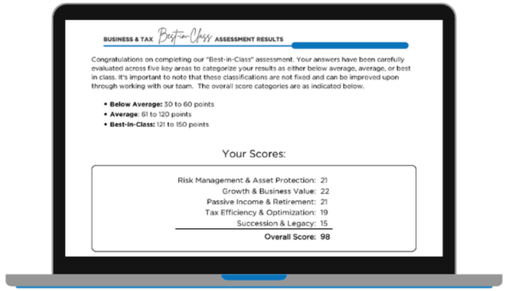
- Tax Plans
- Exit Plans
- Value Growth Plans
- Business Valuations
- Custom Plans
- Network of Specialists



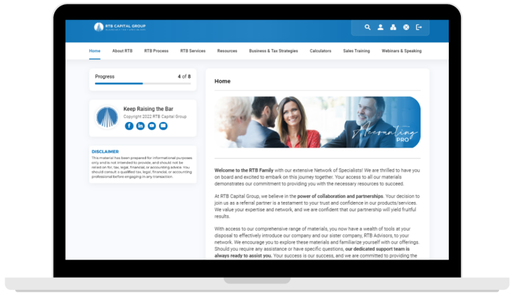
What is Your Business Worth?
Spotlight Valuation



Are You Ready for an Exit?
Exit Readiness Assessment



How Are You Operating?
Business & Tax Best-in-Class



Value-Packed Resources
RTB Accounting Pro

Potential Benefits to Clients

Clients take the Driver's Seat in their Business with a clear roadmap to follow.

- **Align** Business, Financial, and Personal Goals
- Steps at **Client's Pace** and No Particular Order
- Reduce **Wealth, Profit, and Value Gap**
- Increase the Intangible **Value of Business (3x+)**
- Clients are encouraged to **Document** Everything
- Clients are encouraged to **Review Legal Documents**
- Clients Encouraged to **Protect IP**
- **Flexible Engagement** as Extension or Specialist

IMAGINE.

WHAT IS **POSSIBLE FOR YOU AND YOUR CLIENTS** IF THEY FOLLOW THE SEVEN STEPS TO VICTORY?

Valuable Takeaways?

Valuable Takeaways?

- Seven Steps to Victory
- Access to a Dream Team
- Guided Implementation
- Steps to Plan with the End in Mind
- Easy Process to Follow

Next Steps

- Schedule to Discuss Collaboration
- Utilize Tools with Clients
- Access to Complimentary Assessments
- Monthly Roundtables for Owners

Resource Download

Schedule with Amanda Bar, EA, CEPA
www.RTBCapitalGroup
amanda@RTBCapitalGroup
“Your Dream Team”