

Crabtree, Rowe & Berger – Seeing Beyond Numbers

Thank you for allowing us the opportunity to assist you in going from where you are to where you want to be! We believe that it is important to match your needs and objectives with the right level of services. We understand that each business has its own unique opportunities and challenges; however, we have listed below an outline of our basic services to better help you in making the right decision. Please feel free to contact Mike Maxson, our Firm Administrator, at mike.maxson@crbcpa.net or at 256-704-0620 to discuss our wide range of services that are available to fit your business needs.

On-Site Strategic Planning Day

Who is it for: Business Owners/Management Team

Duration: 1 Full Day Session

Output: Cash Flow Projection Model including: KPI Identification, Salary Cap, Core Capital Levels, Cash Flow and Profitability Projection; Strategic Planning content including: Development of Values Filter, D.O.S (Dangers, Opportunities, Strengths) Exercises, Priorities Development & Timeline of Execution, Long-term Vision Plan

Deliverables: Customized Cash Flow Projection Model, Strategic Focus Plan, Implementation Conference Call

Cost: *On-site version - \$5,000 per session (plus normal travel)

*Does not reflect pricing for session with Greg Crabtree

Remote Planning Session

Who is it for: Business Owners/Management Team

Duration: Two 2-hour call/screen sharing sessions

Output: CRB's Simple Numbers Concepts, Company KPI Scoring, Review of Financial Statements, Labor Efficiency Concepts, Thinking Model, Reporting Rhythms, and Financial Scenarios

Deliverables: Customized Cash Flow Projection Model, Strategic Focus Plan, Implementation Conference Call

**Cost:* \$3,000

*Does not reflect pricing for session with Greg Crabtree

Business Reviews – Monthly, Quarterly or Hybrid

Who is it for: Business owners (Executive Team may be included) **who have completed the Strategic Planning Day**

Output:

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| - Cash Flow Projection Model | - Monthly/Quarterly Formal Consulting Session |
| - Business KPI Dashboard | - Discussion of Strategy, Trends & Issues |
| - Tax Planning | - Accounting & Bookkeeper Support |
| - Full access to CRB's consulting team | - One-hour consultant – bookkeeper session |

Deliverables: Customized Cash Flow Projection Model – updated either monthly or quarterly

**Cost Ranges:* \$900 - \$1100 per month (Monthly); \$700 - \$900 per month (Hybrid); \$500 - \$700 per month (Quarterly)

*These are just ranges and do not reflect actual prices. Additional services may be able to be built into the statement of work.