

# Coaching & Workshop Services

DAVID MILLER

## Acquisition and Exit Coaching

### TARGET AUDIENCE:

CEO's, Boards, Founders, CFO's, and COO's for scaling, merging, or exiting.

### OVERVIEW:

Strategic planning with buyer identification and seller targeting, valuation preparation, negotiation guidance, and due diligence frameworks. Providing hands-on support throughout the acquisition or exit process, from deal structuring to integration planning. We focus on alignment, value creation, and long-term scalability.



### KEY TAKEAWAYS:

- ✦ **Decode the Hidden Story in Your Numbers** — Learn how to interpret your financials beyond the surface — uncovering where cash flow is leaking, what metrics actually drive enterprise value, and how to align financials with strategic decision-making.
- ✦ **Master the M&A Mindset** — Gain clarity on how to assess, structure, and fund acquisitions that accelerate growth — even as an SMB. Walk away with a simple but powerful framework for identifying the right targets and conducting disciplined due diligence.
- ✦ **Transform Capital into Leverage** — Understand how to deploy CapEx like a growth alchemist — using strategic investments to unlock new capabilities, expand market share, and turn capital into long-term competitive advantage.



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