

## THE EXECUTIVE ADVISER

### **Hoping to grow?**

What an interesting time we are experiencing! Great challenges, and at the same time, great opportunities lie ahead.

Is this a good time to grow our business? A business with strong fundamentals and a good operating team is well positioned to look at other businesses which might be looking for a strong strategic partner. Is there too much risk? The question of risk should always be part of the review process, but challenging times offer opportunities that are not always seen in a time of strong markets.

At our affiliated companies - NMG Advisers and Compass Executives - we have twenty seasoned executives who have been there and done it before. We have a great team who can help ask the right questions; guide the process of a review of a market, industry, or company; and assist by moving quickly. But more importantly, we work patiently and objectively with folks during times of opportunity.

### **Looking to sell?**

From time to time, every business owner faces the pressing question: Is it time to sell my business? Whether it's a food distribution business, a third generation insurance agency, a growing engineering firm, or a young real estate agency, something periodically triggers the question.

The triggers might include hearing about the price someone just received for his or her business, a health concern of a key partner or supplier, or a thought that it's just a good time to consider the future. As third parties, NMG Advisers and Compass Executives are able to provide fresh, objective perspectives and practical answers. We offer strategic analysis, planning, execution and oversight in all areas of a business transition.

Our team includes twenty seasoned executives who have sold, bought, and merged in the best and worst of times.

### **When it's time to talk.**

Growing economic challenges are impacting our businesses daily. What about our bank, our suppliers, or our customers?

Where do we turn when we just want to ask those "what if" questions? Most of us have a short list of advisers - our spouse, our tennis partners or our golfing buddies; but it is not always easy to talk about the real issues when we are on the court or in a golf cart.

Our affiliated companies, NMG Advisers and Compass Executives, have assembled an experienced team of business and professional leaders who have successfully managed business issues arising from many challenges. These twenty seasoned leaders have all seen just about everything. If you are looking for an opportunity to talk with an objective and experienced executive, give us a call.

We drink a lot of coffee.





***About Compass Executives***

Founded in 2006, Compass Executives, LLC is a Nashville-based group of seasoned, C-Level executives providing management consulting services, leadership mentoring and management advisory services to businesses throughout the Southeast.

The Members of Compass Executives include Harold Fogelberg, Marc Fortune, Wilford Fuqua, Jim Gray, Tony Heard, Don Hillenmeyer, Henry Hillenmeyer, Jerry Kiefer, Mary Huston McLendon, Warren McPherson, Bob Patterson, Barbara Cannon Wall, Rich Warden, Jack Wickens, and Don Williamson.

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***Seasoned Leaders. Trusted Advisers.***

***About Nashville Management Group***

NMG Advisers, Inc. was founded in 2001 as Nashville Management Group and now includes Memphis Management Group and Compass Executives, LLC. NMG offers businesses and organizations executive skills for business transition, project management, interim management, executive recruiting and leadership development.

The Members of Nashville Management Group include Milt Capps, Bill Cherry, John Hilley, Gene Kirby, Susan Manke, Art Rebrovick, Linda Rebrovick, Bruce Trimble, and Celeste Wilson.

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***Guiding Businesses to Success***

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