The K·Coe Isom Guide to GROWING YOUR BUSINESS
BUSINESS HAS MANY SEASONS. WHICHEVER SEASON YOU’RE IN, YOU HAVE DISTINCT OPPORTUNITIES FOR GROWTH.

Your business’ key seasons—optimization, expansion or transition—may occur all at once or build slowly upon each other. They are driven by challenges and opportunities that include:

- **Climate** (economic, social, technological and regulatory)
- **Energy & Resources** (yours and that of others who contribute to your organization)
- **Circumstance** (need and possibilities that fuel determination, commitment, and action)

What season are you in and which outcomes most inspire you?

**OPTIMIZE**

- Facilitate performance improvement: process, people, systems
- Increase working capital: predict cash flow, manage costs/margins, save tax
- Structure debt advantageously
- Secure and preserve wealth
- Create harmony, resolve conflict

**EXPAND**

**TRANSITION**
Identify, explore and evaluate opportunities
Introduce new products or enter new geographic markets
Add or improve facilities/equipment
Equip/expand leadership
Enhance credibility to increase options
Find investors/funding
Increase revenue and net worth
Prepare & inspire new leadership
Enable strategic retirement/exit
Increase business value, position favorably to sell
Leave a legacy

PREPARE TO THRIVE!
Work with K·Coe Isom and harness the knowledge, direction, and discipline to take your business to exciting new places. Explore new possibilities and achieve outcomes you’ve only imagined or those which seemed beyond reach.

WHERE WILL YOU GO WITH K·COE ISOM?
WORKING WITH K·COE, YOU...

- **Join thousands of business owners and executives** who are building strong, long-lasting enterprises delivering superior products and services that enrich communities and society at large. K·Coe Isom helps organizations of any size to define and reach their own version of greatness.

- **Tap into more than 375 dedicated team members** from coast to coast. K·Coe Isom people are passionate, wise, and fiercely committed to bringing you nothing short of positive impact. Much more than CPAs, K·Coe Isom people are seasoned business strategists and result creators.

- **Create your future!**
  
  It’s never too late to develop a clear and comprehensive plan that moves you in the right direction. Today, when it comes to being both effective and profitable, privately held and family-owned businesses face unprecedented challenges and pressures. K·Coe Isom makes it easy to take an organized, thoughtful approach to “where next?”