



Structure + Strategy + Leadership = Re\$ults

Small Business—Lower Middle Market Challenge

Smith Gruppe, L.L.C. in in this segment either one primary asset as a establishing long-term its inception was sell out because they business proposition, sustainable value. formed with one singu- are burned out, or they and typically is run by lar intent, to serve the collapse because there owner management that needs of the small busi- is a colossal failure to will end after one gen- nesses and lower middle plan for business ex- eration of business own- markets business seg- pansion, or even exit ership. ments. strategies.

We clearly understand The reason that such its vast industry experi- that the businesses in dilemmas take place on ence across multiple these segments have a a daily basis is because market segments, ad- very difficult time build- of no access to the capi- vises and guides small ing sustainable value. tal markets, unlimited to lower middle market Most of the companies liability and exposure, businesses to a point of



Antoine Smith
Chairman & C.E.O.

Leadership Crisis

The business challenge crisis for leadership lower middle market to develop the intellect of today is a true “crisis stands on the backs of companies. and savvy of a polished “ for leadership. The mediocrity and abso- companies. executive leader which lute irresponsibility. Based upon an in-depth in turn increases the Unfortunatly, the need personality and charac- executive leader which value of the company for leadership is going ter analysis or what we in turn increases the through increased intel- greatly unfulfilled. The call “Leadership Reflec- value of the company lectual properties. The underlying problem in tions,” we customize a We then assign the the lack of leadership is creasing the leadership Coach for ongoing in- a lack of leadership in- intellect and overall leadership in direct tect. Smith Gruppe, L.L.C. tional skills of manage- alignment to the busi- provides for “Coaching ment and ownership . nesses mission and vision and Mentoring” to the This allows for unsea- for your “Leadership small business and soned business owners Reflections” analysis.

Please visit our website at www.smithgruppe.com to better understand the services we provide.

