

Flat Is Not Growth. Down Is Not Out. Get Back From Down to Up.

Jon Paul

Harvard MBA, CPA, CMC, CM&AA

GROWTH EXPERT: Ears, Eyes, Experience – Management & Financial Coaching
Helping Business Owners Increase the Value of Their Business

During the past 30 years, Jon Paul has helped owners grow businesses profitably and become wealthier:

■ The bank considered selling the pharmaceutical firm for \$5 million, taking a \$13-million write-off and wiping out the investors. He convinced the bank and investors to hang in there. The company sold for \$5 billion to a European pharmaceutical firm 20 years later.

■ Jon Paul helped a \$2-million toy company grow to \$30 million. The profits helped the parent company buy a much larger competitor. Management profited handsomely in the merger.

■ A telecom firm that went public at \$17 fell to as low as \$1.50 a share. He helped cut bad debts from 55 to 5 percent of sales. The company became profitable and merged a year later into a larger firm for \$65 a share.

Unfortunately, many owners fall far short of their dreams. Blind spots led them off the path and led to serious pain:

- Cash Squeeze
- Bank Pressure
- Declining Revenues
- Losing Money
- Draining Cash
- Capital Constraints
- Market Value Free-Fall
- Risk of Losing Business



Jon Paul
1271 Grove Court
Lake Forest, Illinois 60045
847-372-1963

Do you feel your company could be doing much better but not sure how? Has the economy knocked you down? Is the bank squeezing you? Are you ready to take back control and thrive, not just survive?

Whether looking for a coach to guide you, a speaker to enlighten your group, or a writer to educate you, Jon Paul looks forward to hearing from you. Explore a better future for you and your organization. We dig in – so you get out more.

Upcoming Book:
“You Can’t Birdie Business If You Don’t Know the Score!”
(18 financial blind spots that can derail business owners)



Jon@ValueAddedFinance.com
www.ValueAddedFinance.com
www.AskJonPaul.com {blog}
AskJonPaul {twitter}