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Your Answer for Interim/Part-Time Financial Professionals

**The GFO Newsletter**

**October 2009**

### **Is Your Business Ready for Sale**

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The question should be, is your business ready for sale, not is your business for sale. Every business is going to sell and most that do, do not have an exit strategy prior to the sale. Businesses sell for many reasons, such as privately negotiated or auction sales to financial or strategic buyers, management buyouts, death, divorce, shareholder disputes or bankruptcy. Is your business ready for sale? When a favorable opportunity arises or when circumstances necessitate a sale, is the company is ready to command the highest price possible from a rational buyer seeking reasonable market returns? The following areas of concern should be maintained and reviewed continually to ensure the highest price to be paid. [Read more](#)

### **GFO CFO Group Partnership Program**

Are you a CFO or Controller who has been giving thought to providing your services on an outsourced basis? If so, contact GFO and inquire about The GFO CFO Group Partnership Program. Why go it alone when you can become part of a growing team that will be dedicated to helping you find engagements.

To learn more about The GFO CFO Partnership Program contact Jeff Gilmore, President, at [jgilmore@gfocfo.com](mailto:jgilmore@gfocfo.com).

### **GFO CFO Group Workshops and Webinars**

GFO CFO Group sponsors monthly workshops and webinars that are geared towards helping business owners and senior executives increase the profitability and operating efficiency of their businesses. Following is a list of events that we will be offering in November. Click on the title to obtain more information:

#### **Workshops:**

- November 10, 2009: [Breakthrough Consortium](#)
- November 19, 2009: [Pinnacle Power Workshop](#)



[Concerned about fraud in your workplace?](#)

## Webinars:

November 05, 2009 [Cash Flow Innovations](#)

November 17, 2009 [Cash Flow Innovations](#)

## The GFO CFO Group Introduces GFO2GO™

Whether your business requires CFO financial guidance and consultation two days - or even two hours per week - GFO2GO is the ideal solution. [Read more](#)

## Cash for Referrals Program

GFO CFO Group uses a variety of business development methods such as e-newsletters, workshops, webinars, internet ads, client referrals and our own web site to communicate our interim and part-time CFO services.

Now GFO is offering cash for qualified referrals. A qualified referral for GFO is a business owner or senior executive of a small to midsize company that is genuinely interested in our services and is willing to meet with one of our CFOs. [Read more](#)



You can now hook up with the GFO CFO Group on LinkedIn, Twitter, and Facebook. Just click on the logo.

Necessary  
Resources

Business Continuity Security

*When Your Business is Your Life,  
We're Your Bank*

Since 1871, Huntington Valley Bank has been helping businesses build a better, more secure future. We are proud to offer:

- Deposit products
- Loan products
- Cash/treasury management
- Merchant Services
- Wealth management through Huntington Valley Investment Professionals



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