



## CASE STUDY: DRIVING COMPANY VALUE

### SITUATION

A financial services and real estate investment firm doing major property acquisitions for clients (and co-investing) and providing capital raising expertise for clients.

Objective: To organize and focus the firm's growth to optimize the firm's success and value.

### APPROACH

1. Held meetings with leaders individually and collectively to identify their focus, alignment and challenges.
2. Worked with the leaders to refine their strategic focus.
3. Provided consultation on enhancing the firm's structure and processes to more effectively drive execution of strategies.
4. Provided input for involving, communicating with, and educating the professional staff so they understood, embraced and were committed to the firm's direction.
5. Developed systems for effective monitoring of progress and for implementing strategic adjustments driven by significant learning.
6. Provided support, training and coaching to elevate next generation leaders and strengthen the firm's ability to grow.
7. Helped with ongoing opportunity identification and problem solving as needed.

### BUSINESS IMPACT

The firm achieved its successful growth which helped lead to the firm's increased value (and sale of a portion of the firm). In addition, the firm effectively weathered the challenges that occurred with the Great Recession.

"Buchanan Street Partners was experiencing dramatic growth within the real estate investment management business and needed strategic advice to guide us through our expansion phase. Solutions Partners was retained to orchestrate a systematic process and protocol to enable Buchanan to incorporate new strategies and expansion of our personnel while maintaining our excellent performance. Ultimately, I attribute significant value to Solution Partners counsel as we sold a majority interest in our company."

Robert Brunswick  
Chairman  
Buchanan Street Partners

To learn more about Solution Partners, please visit our web site at [www.solutionpartners.com](http://www.solutionpartners.com) or contact us:

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