1. COVER
2. From the President

My name is Todd Stephens. Most of what I know comes from the incredible business owners I have had the privilege to work with over the years. Most companies in the deal space is a clear focus on the aspirations of businesses and their shareholders. Innovative Growth Solutions (“IGS”) was created to deal with just that.

IGS is made up of a team of professionals with a level of integrity, service and success that is unseen in the marketplace. It was our objective to create a full-service team that fulfills the “Customer Vision”. We aim to see the business through our customer’s eyes, allowing our team to work cohesively with your team to produce the best solutions. This philosophy allowed us to hit the ground running, completing complex projects at an accelerated rate with immense customer satisfaction, and we have never looked back.

For more information on Innovative Growth Solutions’ scope of services, please visit our website, [www.igs1.ca](http://www.igs1.ca) or contact our office at 403.991.8633. We are looking forward to working with you.

Best regards,

Todd Stephens

1. Who we are

Innovative Growth Solutions is Western Canada’s Business and Growth Strategy Specialists. IGS’s team has experience with over 80 major projects, delivering a dedicated, customized service with exceptional attention to detail.

To our team, our projects are more than just a business transaction; we truly partner with our clients to create a shared vision of the future and implement it. We invest the time to learn and understand your business, becoming an integral part of your team. We work hand in hand with you to make your vision of the future a reality.

What sets us apart

Customer vision: A shared commitment to success aligns our goals with those of our clients.

Integrity: Inspiring trust by saying what we mean, doing what we say, and being uncompromising in our commitment to our clients

Simplicity: Our process is simplified to ensure ease of transition and integration.

Selectivity: We stress quality over quantity, targeting strong and relevant companies.

1. Mission

To provide professional solutions that allow our partners and clients to not only meet, but exceed their objectives using our “customer vision”.

Customer vision:

“We see your business and needs through your eyes to work together for the ultimate solution.”

1. Scope of Services
   * Mergers and Acquisitions
   * Exit Strategies
   * Growth Solutions
   * Financing / Banking
   * Corporate Development
   * Special Projects
   * Risk Management
   * Community Relations / Economic Development
2. Quote

“Exits are the best part of being an entrepreneur or investor.

It’s when we get financially rewarded for all of the creativity, hard work, investment and risk we put into our companies.”

* Basil Peters – M&A advisor, Exit Coach and Angel Investor

1. Plan your Exit

We will work with you to devise and implement an exit strategy for your business that puts you in the best possible position as you move towards fulfilling your personal and professional goals for the future.

We will develop the best plan and customize strategy to obtain these goals. The strategy will include preparing your business, improving the value drivers and reducing risks. Our goals are to maximize sustainable and transferable value and maximize the value you receive when you retire.

STEP 1: Engage a Trusted M&A Advisor

STEP 2: Update Paperwork and Records

STEP 3: Review and Analyse Financials

STEP 4: Delegate and/or Outsource

STEP 5: Take a Life Inventory

1. Grow your Business

We begin by looking at your business through your eyes to thoroughly understand your company and your objectives, and then look at your business through the market’s eyes.

We then review several functional areas of your company to develop a strategy and action plan to take advantage of profitable opportunities and maximize performance. During the business consulting process, you and your management team are key to the discovery process, and we will work together to develop your ideal plan.

We deliver a service solution or program that your team can implement with various levels of participation from the IGS team.

We provide quantifiable business value improvement plans that you can leverage into stronger future results or increased financial return when you implement your exit strategy.

1. Testimonials

**Innovative Mechanical Solutions Ltd.**Sell Side Client

The team offers a unique approach that sets them apart from their peers. They are especially focused on client service, business solutions, and offer a compelling value proposition. They hit the ground running and were able to quickly identify more than one sophisticated partner. They understood our business and were able to articulate our global growth strategy. We are happy with the professionalism, service and support that we received throughout the process.”

**Wayne Horley**  
Founder & President  
Innovative Mechanical Solutions

**The Riverside Company**  
Buyer

“Todd and his team did an excellent job playing matchmaker between H-D and iMech. He had a very good understanding of what his client wanted in an buyer and how H-D fit the mold. As a result, the transaction was a win-win for all parties involved. I look forward to working with Todd and his team again in the future.”

**Rob Langley**  
Vice President  
The Riverside Company

1. Contact Information

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