



falco | sult

Phone: 425.883.3111
Fax: 425.861.4658

16150 NE 85th Street
Suite 203
Redmond, WA 98052

falcosult.com

Financial services designed
just for you.

Our Approach

Just because every business goes through a common life cycle doesn't mean a one-size-fits-all approach will work for you. Your business is unique and brings its own set of challenges, so the considerations needed to navigate each phase should not be faced alone.

At Falco Sult, we help turn these phases into growth opportunities through an approach we call Financial Success by Design™. By evaluating your needs from a top-down perspective, we help you build a comprehensive strategy and provide the functional tools necessary to navigate every aspect of your company's financial success. From compliance services like tax and financial statement preparation to accounting, auditing and assurance, we'll help you plan and act with confidence — no matter what phase of its life your business is in.

The Business Life Cycle



While honoring every detail is important, looking at the life of your business from a broad perspective is key to achieving long-term success. With your desired outcome in mind, we approach your goals by considering each phase in the life cycle of your company. Much like the life of an individual, the experiences, values and strategies of a company determine its path and result. The same way parenting methods for a toddler cannot be applied to a teenager; cash flow planning is much different for a startup than a company in its expansion phase. At Falco Sult, many years of working proactively with businesses and their owners have provided us with the expertise to help guide companies throughout every phase of their business life cycle. In an industry focused on counting beans, what sets us apart is our ability to understand your particular needs as you progress through this cycle.

Work hard, play hard – 100% effort helps you achieve your professional and personal goals.

Flexible – The ability to react and think on your feet. Be open to a variety of options

Entrepreneurial – Think and act as business owners for the success of our company and our clients.



“While Falco Sult are great tax people, I really value their hands on involvement in my business. Their breadth of knowledge around running a business has allowed me to grow so much faster than I could have done by myself.”

CEO
Metal Fabrication Manufacturer



Seed

At its conception, your new business is an exciting idea full of unlimited potential. Proper planning is critical, and your Falco Sult team will help you take the right steps at this delicate stage.

We will help you with:

- Business plan development
- Ownership/entity structure and tax considerations
- Building a team of key advisors in legal, finance, and accounting
- Capital acquisition



Growth

Congratulations, you've made it through the toughest times! New and larger customers want your business, and opportunities to expand are presenting themselves every day. How will you know where to devote your time, energy and resources? We can help you strategize, delegate and allocate for the most efficient and profitable growth.

We will help you with:

- Building an effective management team
- Enhancing accounting, computer and management systems
- More sophisticated cash and banking needs
- Higher level of budgeting and projections
- Implementing performance measurement systems



Startup

Your doors are open, operations are starting and you have your first customers. You want to grow. Unfortunately, many new businesses — no matter how good the product or how well funded — may fail in their first years because of unwise cash management. Your cash will need careful tending with the help of a trusted team who is invested in your long-term success.

We will help you with:

- Budgeting and Cash Flow planning
- Internal process design and implementation
- Reporting system design and accounting



Established

Now thriving with strong market share and a loyal customer base, you have arrived – but as an entrepreneur, you're not ready to sit back just yet. What comes next? The market is relentless and competitive, and your Falco Sult team will help you keep the big picture perspective needed to adapt and grow in an ever-changing economy.

We will help you with:

- Management and employee development
- Better business practices and automation
- Owner succession planning
- Banking relations for next level



Expansion

Your foundation is strong and your market share secure. While expanding into new markets and distribution channels is an exciting step, it requires careful analysis and strategy. Your Falco Sult team has extensive experience outlining the goals and creating the blueprints to guide business into new territory with sure footing.

We will help you with:

- Analysis and resources for new markets
- Strategic M&A possibilities
- Defining succession planning approach
- Facilities analysis and strategic alliances with vendors



Mature

The company is on auto pilot, yet competition is relentless and the landscape is always changing. Now is the time to consider whether to pivot, explore expansion options or perhaps exit and let the next generation take the company to a new level. You may ask yourself, “do I have another run in me?” As in any life cycle, things ultimately return to the beginning.

We will help you with:

- Analyzing and deciding about new opportunities or business ventures
- Cost cutting and sustaining cash flows
- Position company for transfer
- Finalizing retirement and estate planning
- Finalizing succession plan and identifying successor



Exit

Years of hard work have paid off, and it's time to reap the benefits. How can you assess the value of your blood, sweat and tears for maximum return? You need a team that will consider all aspects of your business and explore every possible outcome with you. The best possible deal exists, and we'll help you find it.

We will help you with:

- Business valuation
- Transition the business to maximize value
- Position company for transfer
- Long-term investment strategies
- Healthcare and long-term care plan



My accountants were fantastic from start to finish! I am not the most organized person, and they had the patience and knowledge to get my return done on time. They are also more thorough than my prior firm. Thanks again.”

Mark Larsen, Managing Director
Synergy LLC

Services

Falco Sult has the expertise to engage and empower every financial aspect of your business. From tax planning and accounting services to building a ground-up digital accounting infrastructure complete with staff education; we'll help design and implement a holistic strategy for your success. And when the time comes to make changes, we're in your corner. Whether you're looking to merge, sell or transfer control of your organization, we understand what's at stake and how to approach every decision for maximum benefit. To maximize the life of your business, you need a partner who not only sees every aspect of the big picture but is deeply invested in its best outcome. At Falco Sult, that's what we do.

Reach out to us, we'll take care of the rest.

