

Give the next owner evidence of how the business works.

An advisor may have a strong financial story while the operating story is still difficult to substantiate. GrowFast helps examine who carries customer relationships, critical decisions, process knowledge and AI-enabled work, and what supports their transfer.

Recognize a useful introduction

A potential fit is an owner preparing a sale, a buyer concerned about a management handoff or a company whose important processes depend on one individual. Recurring owner approvals, undocumented operating knowledge and unsupported AI claims are useful reasons to start a conversation.

Work alongside the existing team

We begin with the client's question, transaction stage and available evidence. The assessment complements the wider advisory process, with a defined scope and clear responsibilities. Findings can help the client and its advisors prepare for the operating questions a successor or buyer will ask.

Explore the next step.

Help the client use the output

The Proof Pack connects findings to evidence, assumptions and priorities. It can support a better prepared discussion with owners, buyers and their advisors. Further work should be scoped separately against the client's priorities and the responsibilities of the wider team.

When should we introduce a client?

When dependency or continuity could affect a transaction or transition, ideally with time to examine and improve the evidence before negotiations become urgent.

What is needed for an initial conversation?

The client's situation, timing, key concern and available information. Sensitive documents should be shared only through an agreed process.

Films and further reading

[Where GrowFast fits in a deal](#)

[Inside a Proof Pack](#)

[The art of the transferable story - PDF](#)

Discuss a client introduction

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