

Advisory Board with Conifer Hill Advisors

NRLA is working with a team of professionals led by Mike Ferraro (formerly of RSM) to provide monthly or quarterly meetings with NRLA members to discuss the many challenges they face in their businesses today.



The following are a few examples of the areas current Advisory Board clients discuss:

- Historical financial results
- Projected financial results
- Management personnel challenges and opportunities
- Compensation plans
- Legal matters
- Industry opportunities
- Shareholder matters
- Cash flow opportunities/challenges
- Banking and financing matters
- Capital investment opportunities
- Acquisition opportunities
- Qualified and non-qualified retirement plans
- Risk management and asset protection
- Business succession planning
- Family office
- Estate planning

Advisory Board members are also available in between meetings for telephone calls to assist business owners.

NRLA is working with Conifer Hill Advisors, LLC to provide advisory board services to NRLA members. Each and every member of the team of professionals has spent over 35 years working with owners of closely held businesses. Their professions include certified public accountant (CPA), financial planner, attorney, banker, retail sales, and other related careers. Each advisory board member has spent decades working with owners and management to address business and personal needs in addition to providing services related to their individual careers.



NRLA members will be able to meet with advisors on a regular basis. Every engagement is customized to the business owners' needs. Typically, advisory boards include two to five outside advisors. Monthly or quarterly meetings can be scheduled with advisory board members and key owners and management to discuss various business challenges.

Hourly fees would be structured as follows:

The fees for Advisory Board services can be arranged on an hourly basis or on a monthly/quarterly retainer basis depending on the business owners' needs.

- Initial meeting at \$325.00 fl at fee per advisory board member present for up to three hours; no charge for travel time.
- Travel expenses for airfare/hotel and meals are invoiced at cost. Automobile travel is invoiced at the IRS applicable rate.
- Subsequent meetings will be invoiced at \$300.00 per hour; no charge for the first hour of travel.
- Travel time in excess of an hour will be invoiced at \$137.50 per hour.
- Preparation for meeting and phone calls between meetings will be invoiced at \$300.00 per hour.

If the business owner would prefer a fixed fee to avoid hourly invoicing, a predetermined mutually agreeable monthly/quarterly retainer can be established with Conifer Hill Advisors, LLC.

For more information

Contact: Rita Ferris

Email: rferris@nrla.org **Ph:** 518-880-6352