ABOUT US

Farber Financial Group are business and financial advisors working with small, mid-market and larger companies focused on growth, managing a bump in the road, or in distress. Visit: www.farberfinancial.com. Farber Financial Group has a number of other business units, including A. Farber & Partners Inc., Tax Solutions Canada, and Circle & Square Learning.

A. Farber & Partners Inc. specializes in debt relief programs for individuals and families ranging from credit card debt to tax debt. Visit: www.afarber.com and check us out on YouTube, in particular this video on bankruptcy and what it really means: https://youtu.be/ruL5OtlvsR0

Tax Solutions Canada specializes in CRA tax problems, including collections, enforcement actions like garnishments, late filings, undisclosed or voluntary disclosures, and more. Visit: www.taxsolutionscanada.com.

Circle & Square Learning provides educational and coaching programs for individuals and companies that harness human potential, optimize relationships and break through impediments to enhance performance. Visit: www.cslearning.com and check out our founder, Barry Pokroy, on relationships on YouTube: https://youtu.be/q1ZqzNZDvhY.

LEADERSHIP ACTIVITIES/WHAT'S NEW/CURRENT INITATIVES

- Andy Fisher, who leads our Small Business Restructuring practice, works with small business owners to help them through the most difficult of times. Recently, Andy wrote an article called, "The Pitfalls of Trying to Borrow your way Out of Debt" found on the www.afarber.com website. In the article, he discusses predatory lending and its hazards when trying to keep a business afloat.

- Farber Financial Group, for example, works with Wealth Managers and their clients on issues like business succession planning, corporate finance, business valuations, M&A, divestitures and exit planning. Geoff Morphy, one of our Managing Directors who is former banker and business owner, holds a Certified Exit Planning Advisor (CEPA) from the Exit Planning Institute, the most comprehensive exit planning professional training available. There are currently only about 200 CEPA members in the world.

- Are your clients being audited by the CRA? Is CRA threatening enforcement? Is your client considering voluntary disclosure or considering taxpayer relief application? Tax Solutions Canada works with your client to ensure they are treated fairly and promptly. Wealth managers, in particular, will find that when their clients work with Tax Solutions Canada, we mitigate risks by providing their clients with a complete tax solution that will put an end to their tax emergency.

- Led by Barry Pokroy, MA Clinical Psychology, the Circle & Square team harnesses elements of clinical psychology to meet the needs of the corporate environment to make lasting and sustainable changes in the performance of people and the business itself. Unlike most training, learning and education companies—we are not consultants, rather our inspiration is scientifically based in the study of the mind and behaviour. We seek to use our understanding of individuals and groups to it promotes well-being, personal growth, and a sense of connection and belonging reducing issues such as workplace conflict, customer service effectiveness and loyalty, lagging sales and customer churn, change management, employee engagement and turnover, and productivity and efficiency.

PRODUCTS AND SERVICES: SPECIFIC BENEFITS FOR ADVISORS/CLIENTS

Below are questions advisors can ask themselves about their clients.

Corporate Finance, Transactions & Valuations

- Looking to fund expansion, finance acquisitions or shore-up lagging performance?
- Uncertain how to fund growth, hold market share or manage change?
- Made the decision to look for financing but the banks are unreceptive?
- Traditional lending not an option but an immediate need for capital creating issues?
- Has the bank has indicated an intention to or has called the business's loan?
- What is my business worth? Is anyone interested in buying my business?

Interim Management & Executive Search

- ❖ Is an existing senior executive (CEO, COO, CFO, VP Finance) unavailable due to extended illness, resignation, extended leave or termination?
- ❖ Does the company require a new or additional resource (such as a CRO or PMO) to supplement management for a special project, including an acquisition, a transition to a new financial reporting system, or a major initiative? Has the company identified an underperforming senior executive?
- ❖ Does the finance function need to be restructured such that it becomes a more prominent, value-added function of the business?
- ❖ Do you need a new CEO, CFO, COO? Are you frustrated with traditional search firms?
- ❖ Are you seeking an exceptional candidate from the midmarket?

Performance Improvement

- Does the company appear to be less profitable than its competitors? Does the company lack true clarity of customer and product profitability?
- Are costs (including labour, materials, and supply chain) out of control— what are the plans and targets to reduce inefficiencies over the next 2-3 years??
- Are there major sources of misalignment or conflict among stakeholders? Do they agree on the values, vision and strategy for the company? Does the company appear to be indecisive with respect to its strategic direction, with a lack of accountability and commitment to getting things done?

Insolvency & Restructuring (and Turnarounds)

- Is the latest dip in performance a trend leading toward distress, value erosion, damaged credibility and loss of stakeholder trust?
- The secured lender has called in their loan – what should be the company's response?
- The company is considering a CCAA. Are there less costly and public options? Is a turnaround possible? Are there proactive steps now to maximize recoveries?
- Once a company has lost control of the situation, the options change and parties like creditors and the courts step in. What are the options then?

Fraud, Forensics & Asset Recovery

- Is there suspicion that you or someone you know is a victim in an investment fraud or Ponzi scheme?
- The fraud has been committed. The company, group or individual wants their money back. What are the next steps?

Circle & Square Learning -- Emotional Intelligence Training & Consulting

- The Emotional Intelligence practice uses Clinical Psychology to help people improve interpersonal interactions to create value and drive business performance.
- Are you suffering through customer service problems, lagging sales, employee dissatisfaction and absenteeism?
- Is your leadership team cohesive? Are personalities, negativity or disputes getting in the way of moving forward?

Tax Solutions Canada

- Are you behind in filing your tax returns?
- Are you being audited?
- Do you need to dispute a tax assessment (i.e. file a notice of objection)?
- Do you have unreported income from prior years?
- Would you like to have the penalties and interest reduced on your tax bill?
- Do you owe the CRA money and need a payment plan?
- Have you had your bank account frozen or your wages garnished?

Personal Debt Management Solutions (A. Farber & Partners Inc.)

- How do you avoid bankruptcy?
- Our spending is out of control…what should we do?
- Want to stop calls from collection agencies?
- Is my spouse liable for my debts? What about if we are separating or divorcing?
- Retiring? Overburdened with debt? What to do?
- What is the difference between bankruptcy and a consumer proposal?
- What is the quickest way to pay down debts?
- What happens to my house and car in a bankruptcy?
- Returning to Canada but have debts owing to Canadian financial institutions?

PROFESSIONAL EDUCATIONAL PHILOSOPHY:

Most of Farber's senior advisors hold post-secondary degrees, advanced designations such as CPA/CA, with many having completed graduate degrees. Farber believes in continuing professional development. It is a cornerstone of our firm.

REASONS FOR PARTNERING WITH THE KNOWLEDGE BUREAU

Knowledge Bureau are leaders in financial education. Farber are financial and business advisors. We believe there is a natural fit between our organizations.

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