

## Current / Future State

### Current State

Where we are now

3 Directors

1 Director in related business

Generally satisfied with life / work balance  
although could be improved

20% up on sales YTD

90% recurring income

Cash positive

Inspection services is dynamic

### Enablers

What we need to do

Deal with shareholdings  
Decide future of LW

Business plan

Grow retention of good clients and deal  
with "dog" clients

Recruit great people

Create APP for QA and templates

Use testimonials effectively

### Future State

Where we want to be

Company structure is in place

Increase personal cash possibly through solvent  
liquidation

Sell new on line products

No mundane work for Directors

Fred be a shareholder and/or be part of new board?

Sell business possibly in 5 - 10 years time?

### Barriers

What could stop us

Uncertainty and lack of plan regarding  
Dan's future position

Team will not grow as risk adverse