



ASSOCIATES, LTD.

## Settlement Process

- Set goals to be achieved
- Project cash flow and financial statement performance
  - Determine available cash flow for debt service
  - Analyze impact of different operating assumptions
    - § Revenues
    - § Costs
    - § Investment capital
- Analyze and develop approach to creditors
  - Determine lien rights
  - Develop separation of creditors into different classes as needed to achieve goals
  - Develop approach for each class
- Develop communication strategies
- Develop and finalize financial offers
- Develop contingency strategies to address hold outs
- Implement the plan

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