

Distressed Acquisitions. Turnaround Advisory.  
Interim Executive. CRO. Corporate Finance.  
Lending.

### Spotlight: Changes at Sinclair Range

After seven amazing years, Olga Jilani has left her position as Vice President of Sinclair Range to pursue a career change. We wish Olga all the best with her new entrepreneurial venture.

On the bright side, we welcome Kabir Sidhu to the team as Senior Associate. Welcome Kabir!

### Open Jobs

We continue to seek a Content Creator. The job posting is [HERE](#). Please email Scott Sinclair with CVs.

### Rob Fraser on Entrepreneurship

Scott had an entertaining and interesting conversation about entrepreneurship with Rob Fraser, founder of endür apparel and former professional mountain bike athlete.

Topics include: starting a business, partnerships, capitalization, bootstrapping, brand building, passion, work-life balance and the similarities between athletics and business.

What the show [HERE](#).

### Asking Employees for a Roadmap

The most powerful tool available to improve a struggling business is to ask open-ended questions of all employees, right down to the lowest paid or most junior person in the company. In fact, be smart about the process and start with the lowest paid employees, working your way up the pay chart, rather than the other way around.

What questions should you ask? Read the rest of the article [HERE](#).

### 2nd Annual Cross-Institutional Lending Conference - Gowling WLG

Scott is a Keynote Speaker at the 2<sup>nd</sup> Annual Cross-Institutional Lending Conference presented by Gowling WLG.

Click [HERE](#) for more information.

### Novanni Turnaround Journey

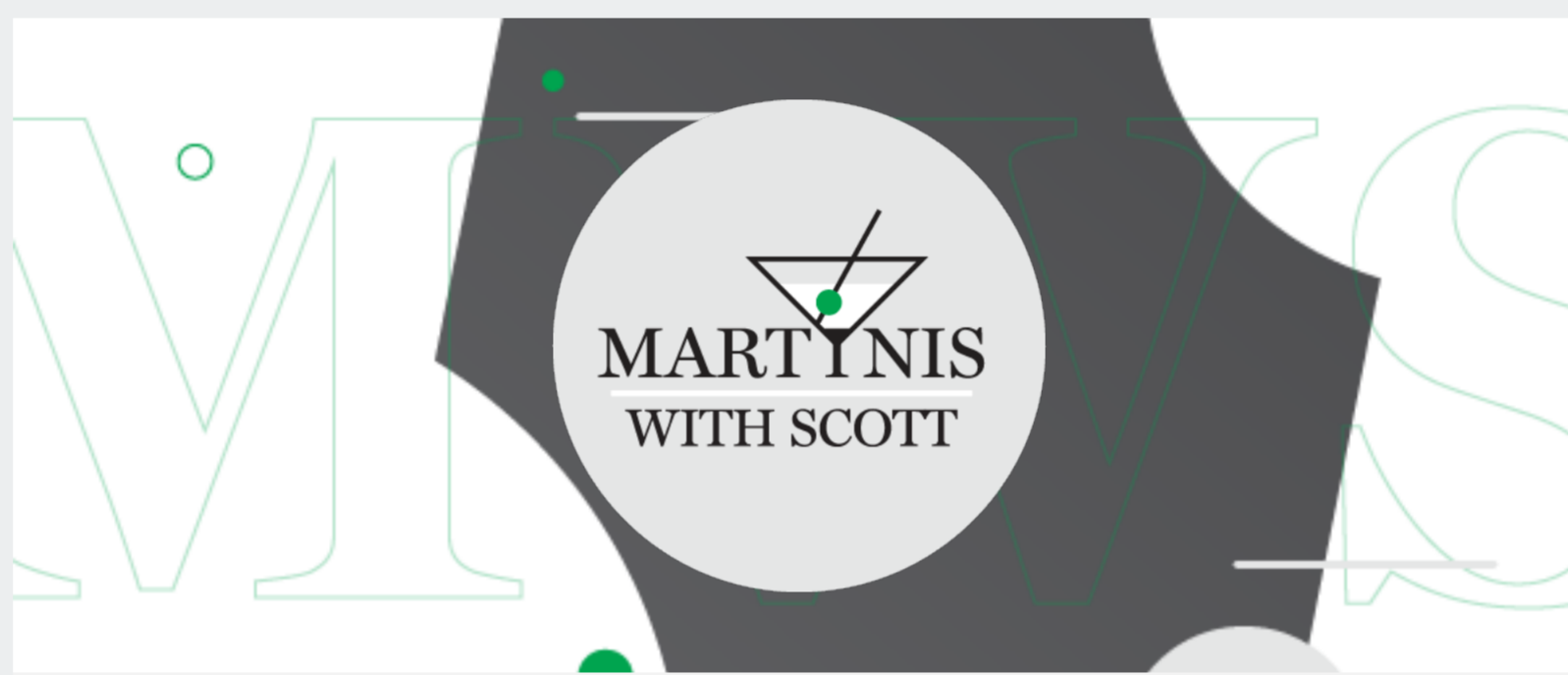
[HERE](#) is a short video on the stainless steel sink manufacturing process at Novanni Stainless, a Sinclair Range portfolio company.

Would you like to follow the turnaround of Novanni Stainless? You can do that on Martinis With Scott [HERE](#).

### Doesn't Hurt to Ask – Trey Gowdy

Trey Gowdy released his book, Doesn't Hurt to Ask, a couple of months ago. The book is an excellent approach to persuasion that should be mandatory reading for everyone in business.

You can't turnaround a company if you can't persuade changes in behavior and systems. Inspired by Trey, Scott did a show on Martinis With Scott about using questions to persuade. Check it out [HERE](#).



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### About Us

We exist to help businesses transition - businesses going through a period of high growth, struggling with under-performing operations or in financial difficulty.

We consider ourselves a rapid response professional team, uniquely capable of dropping into difficult situations to make positive change.

We define success as saving jobs.

### Acquisition

We invest to acquire control or significant influence in troubled businesses and assets located in the United States and Canada. We are industry agnostic.

### Advisory

We are hired to actively assist existing management teams facing tough challenges. We combine financial, operational and banking expertise into a single seamless service package, focused on:

- ✓ Turnaround Advisory
- ✓ Interim Executive
- ✓ CRO
- ✓ Distressed Mergers & Acquisitions
- ✓ Corporate Finance

### Lending

In limited circumstances, we provide financing solutions to small businesses unable to access traditional bank financing. We are creative and quick and can couple financing solutions with advisory services and/or a plan to acquire the business. We consider:

- ✓ Turnaround Lending
- ✓ Bridge Loans
- ✓ DIP Financing
- ✓ Operating Capital
- ✓ Receivable and Inventory Solutions

### Partner

Want to partner with us on one or multiple transactions? Feel free to contact us to discuss.

### Contact us

To learn more about Sinclair Range, please visit us at [SinclairRange.com](http://SinclairRange.com). Have a specific enquiry or opportunity? Email Ashley: [akerrigan@sinclairrange.com](mailto:akerrigan@sinclairrange.com)



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