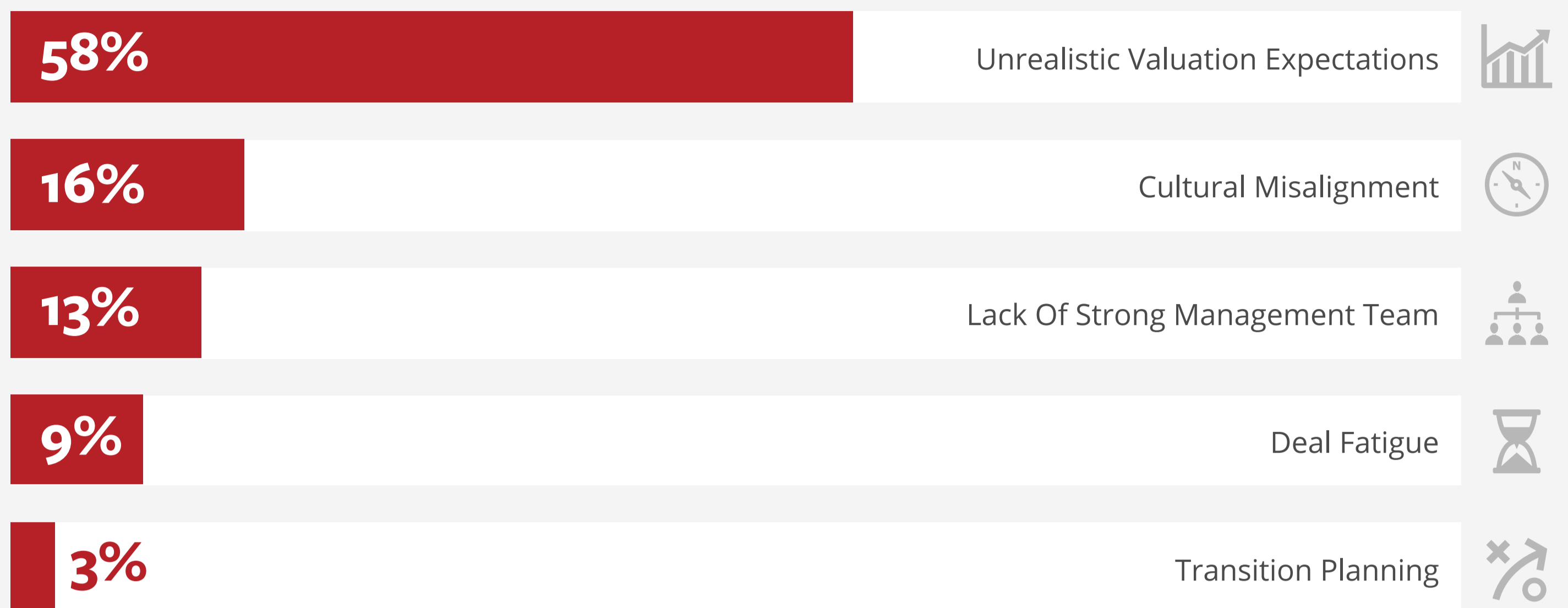


WHAT MAKES A GREAT CEO?

We asked 88 middle market transaction professionals what makes a great CEO to partner with as they pursue investment opportunities.

Points of Friction

Deal professionals told us what the most common points of conflict were when partnering with and investing in CEOs:



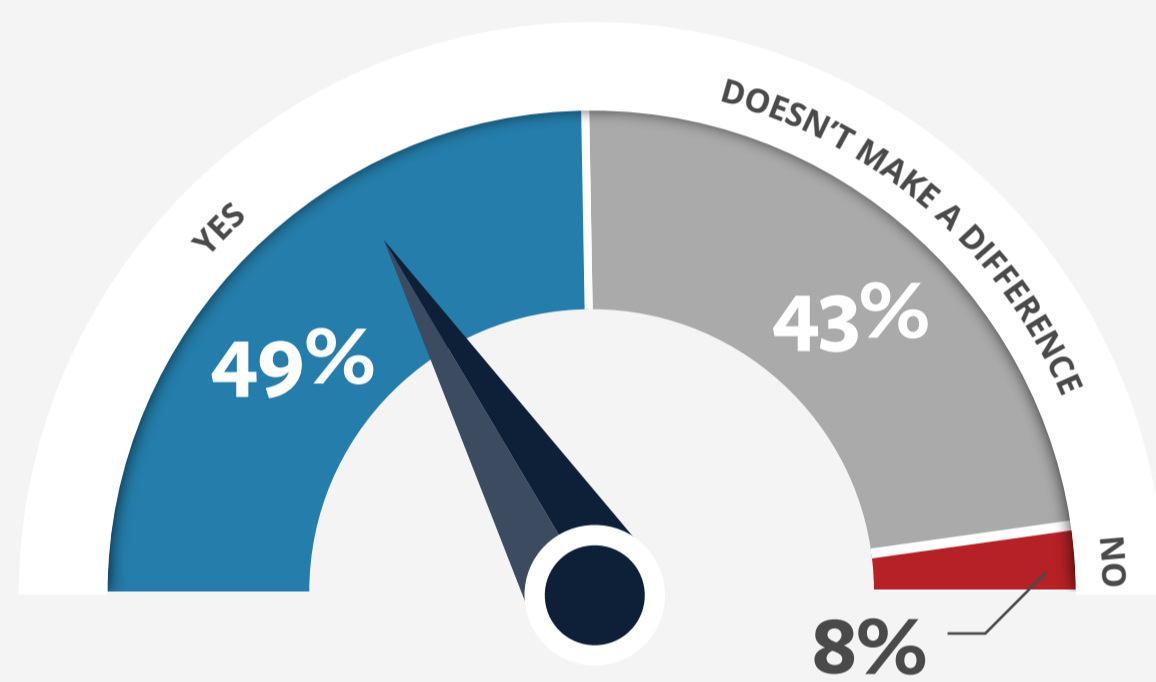
Functional Background

The background most preferred in new CEOs was:

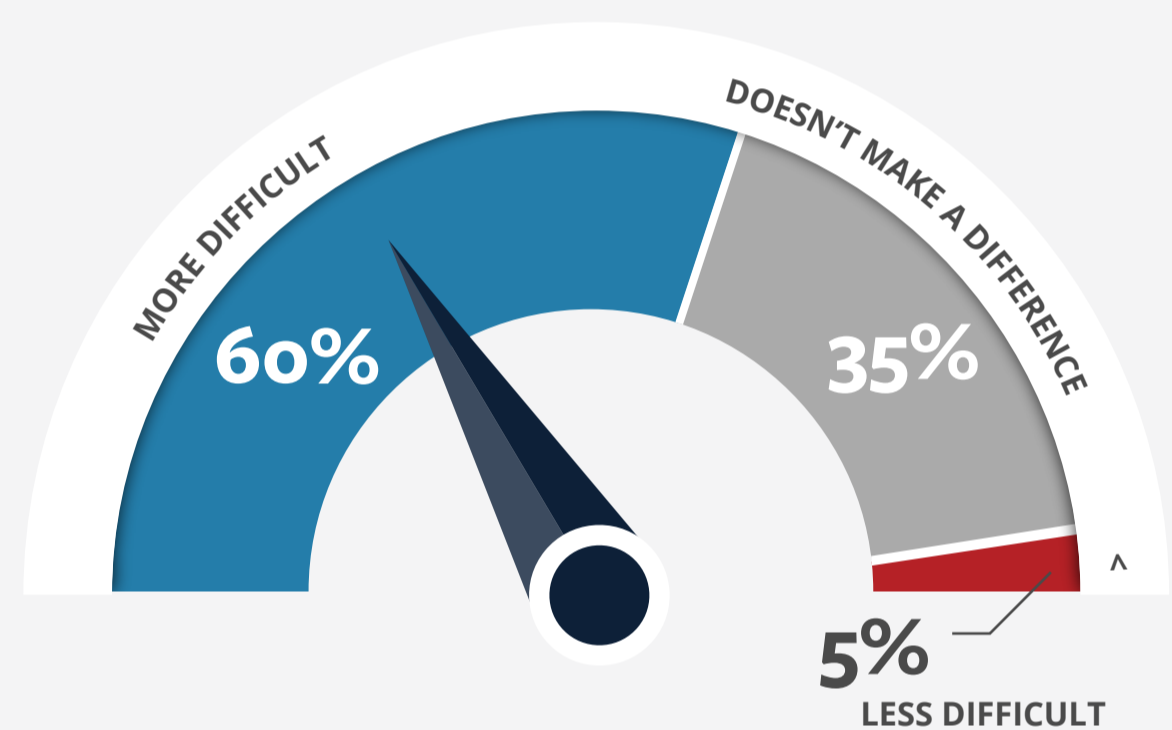


The Preferred CEO Profile

Do deal professionals prefer to partner with CEOs who are also founders of the business?

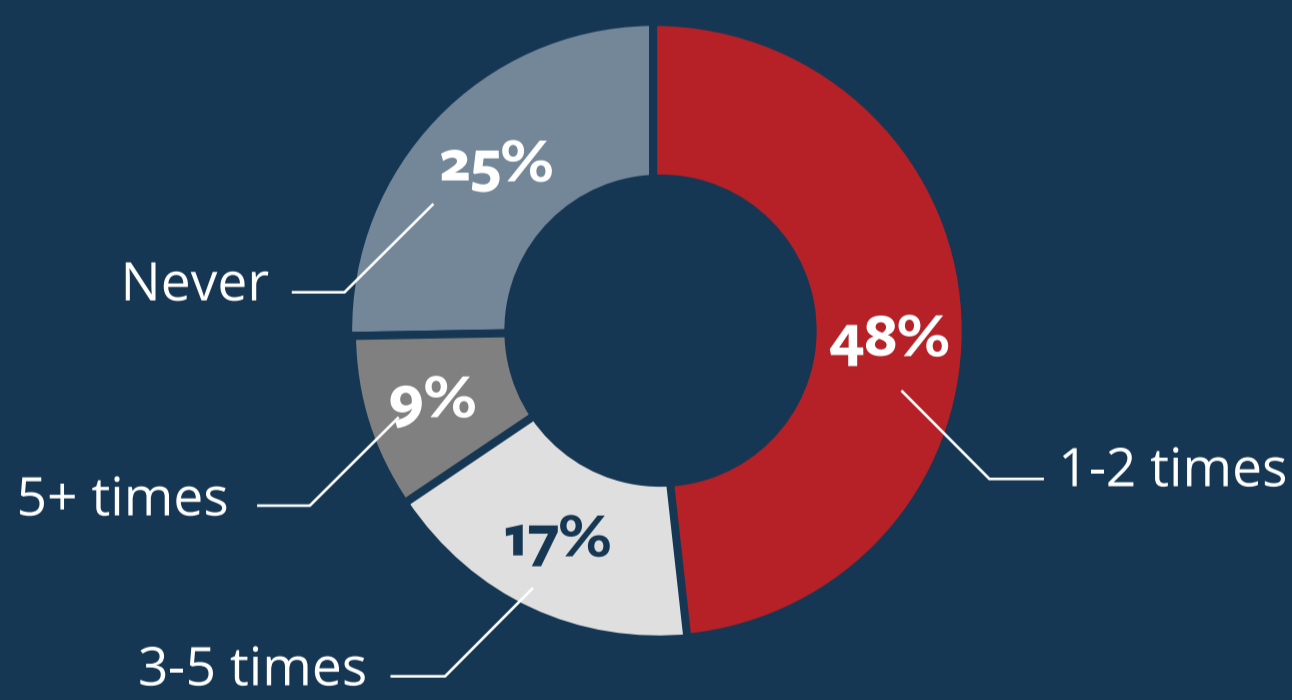


When investing in family-run businesses, working with a CEO who is part of the family makes the partnership:

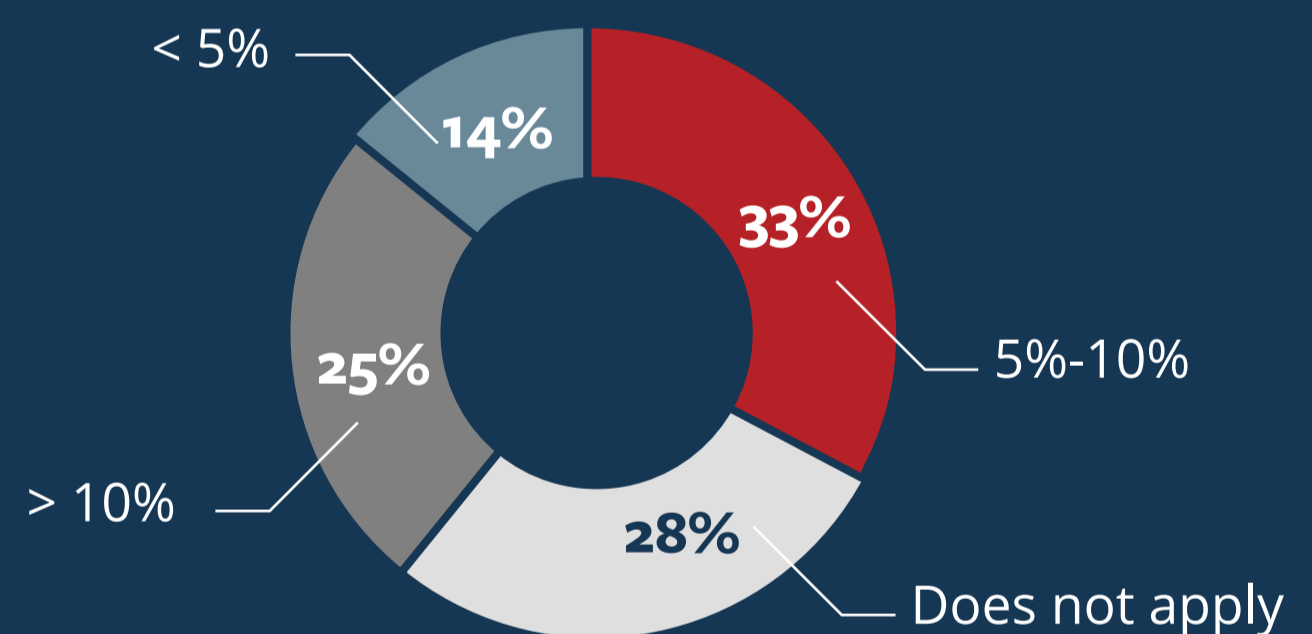


CEO Incentives and Performance

Number of times a CEO has been replaced by a deal professional for poor performance:

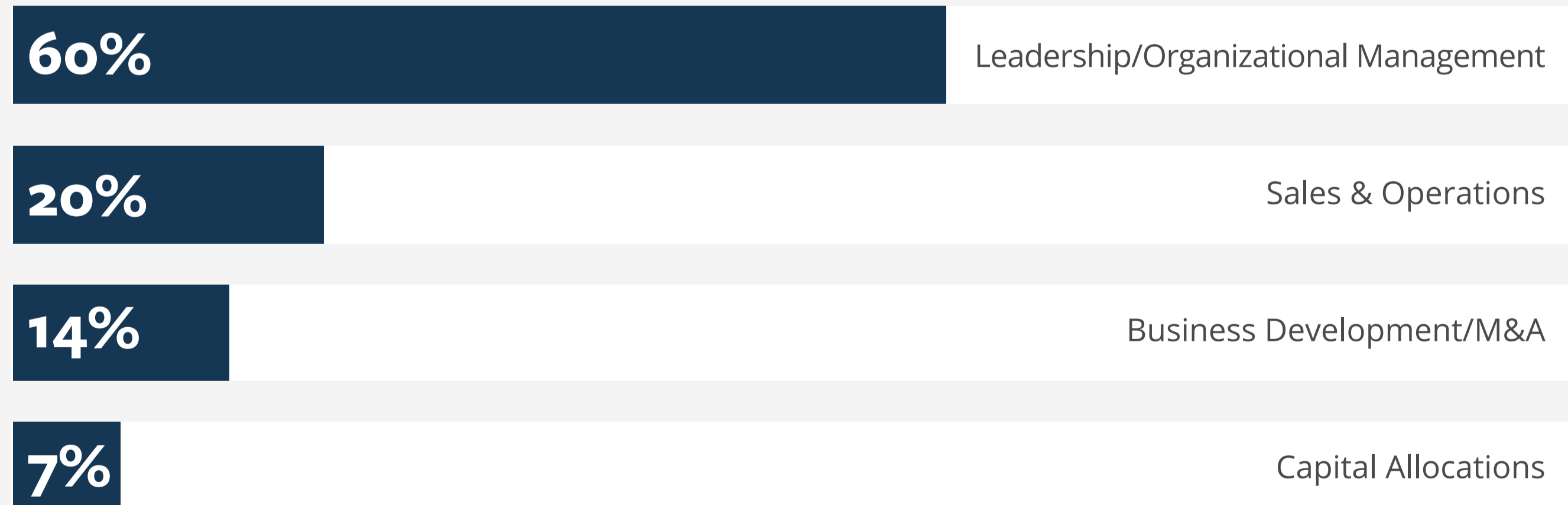


The level of CEO investment desired as a percentage of capital raised:



The CEO's Toolbox

Transaction professionals weighed in on the most important skill set a CEO can have:



CEO Experience

Transactional professionals shared what they feel is the most important experience a CEO can have:

