



The Accurate Group is a national real estate transaction services business that provides full-service appraisal, title insurance, closing and settlement services. Settlement services include property valuation, appraisal, basic flood zone certification, titles, closing, and escrow services.

THE RESULTS

FROM 2008-2012

\$49
MILLION
IN REVENUE GROWTH

\$70
MILLION
IN PROFIT GROWTH

110
NEW EMPLOYEES

BALANCED
BUDGET
ACCURATE
EXPENSE
TRACKING

THE PROBLEM

Because recent regulatory changes created tremendous opportunity in the marketplace, the Accurate Group wanted to transition from a title insurance agency into a real estate transactional services company. If successful, Accurate Group could expand their product offerings to fulfill their customers' needs and expand their company's reach.

Working with Evolution Capital Partners, the Accurate Group hoped to further develop their existing proprietary technology platform, develop products, and expand geographically.

THE PARTNERSHIP

Evolution Capital Partners entered in 2009, implementing The 5 Pillars of Business FreedomSM

PILLAR 1: FINANCIALS

Hiring a CFO and additional staff, Evolution Capital Partners helped the Accurate Group create processes that provided accurate financials by product, location, customer, and more. After cataloging over 20,000 transactions per month, each with its own direct cost and revenue, Accurate Group began making better business decisions, leading to growth.

PILLAR 2: PLAN

The Accurate Group worked with Evolution Capital Partners to create a detailed plan with 5 year, 3 year and 1 year goals to execute the vision of the leadership team to transition into a national real estate transaction services business. Methodically implementing the plan, the organization began expanding geographically, growing its product offerings and investing in technology.

PILLAR 3: PEOPLE

With a well-defined roadmap in place, the Accurate Group ultimately hired 110 new employees over a three-year period, including senior-level positions. Importantly, a percentage of ownership was shared across 14 team members, leading to a strong company culture.

PILLAR 4: TRANSPARENCY

With an emphasis on transparency, the Accurate Group implemented daily dashboards in each office location which updated all employees on key company metrics. The leadership team also provided financial information to their employees as well as placed a selection of the company's suppliers, customers and industry experts on their advisory board.

PILLAR 5: ACCOUNTABILITY

Company objectives were clearly communicated to all levels of management and employees. This allowed for every team member to know exactly what they needed to do to move the business forward toward the stated goals and to be held accountable.

Inc.5000 BUSINESS

* 2011, 2012, 2013, 2014, 2015, 2016

