

FOR BUYERS

THE ADVANTAGES OF OUR APPROACH

Steady Deal Flow: Our systematic search methods produce a steady stream of opportunities, including many "not for sale" companies whose owners are willing to talk to us.

In Depth Focus: We research an industry in-depth to identify prospect through library research, trade shows, trade publications, mailings and personal contact.

Save You Time: Prospecting for deals is time consuming. Researching possible targets, screening and qualifying responses, gathering background information takes time and persistence. We will make it happen.

PROGRAM

Step Six: Complete Transaction

- Turn project over to attorneys
- Prepare for closing

ACQUISITION

Step Five: Assist in Negotiations

- Structure transaction
- Prepare letter of intent
- Keep communications open

TARGETED

Step Four: Analyze Financials

- Assist with Due Diligence
- Make tentative offer

IN A

Step Three: Meet Owner and Visit Business

- Compile facts about the company
- Measure strengths and weaknesses
- Maintain confidentiality
- Develop relationship with prospect

STEPS

Step Two: Identify and Contact Targets

- Develop database of prospects
- Contact and evaluate prospects
- Screen companies not for sale

SIX

Step One: DEVELOP CRITERIA

- Establish profile of ideal company
- Define objectives
- Analyze Industry
- Develop acquisition targets