

**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