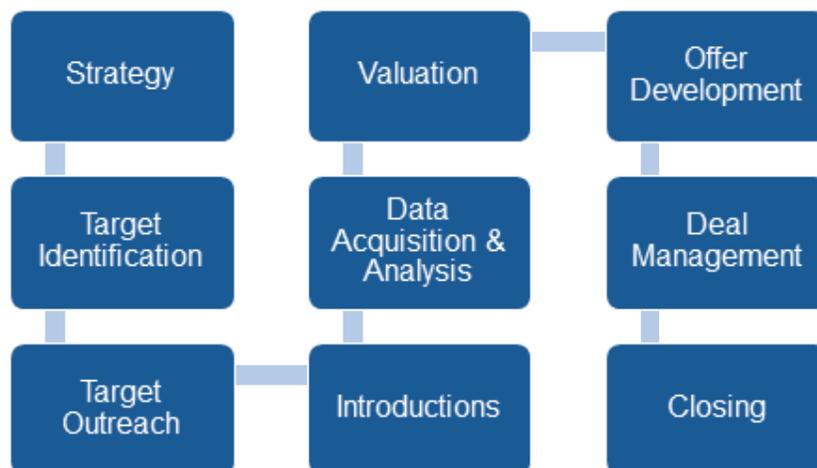


# Acquisition Assistance

Acquiring a business can be a challenging, stressful process, requiring both broad expertise and the ability to execute in a stressful process. Identifying targets is never easy and even when a target is identified, getting to the closing can be a roller coaster ride. As intermediaries, our role is to manage the process from identification to closing, so that it is as smooth as possible. We have the knowledge that you need to find, value, negotiate and close the deal.

## We help individuals and companies alike identify and acquire the companies they desire:

- ▶ **Target Identification.** We do a detailed profile of your desired companies and undertake comprehensive search and marketing efforts to find the right business to buy. We also have numerous companies for sale with our affiliate, Split Rock Capital.
- ▶ **Valuation.** We are seasoned business valuation experts, and we focus our valuation emphasis on identifying the real market value of a company instead of the hypothetical value espoused by many valuation companies.
- ▶ **Negotiation.** We negotiate all phases of the offer and, with our tax and accounting background, work to structure transactions that ensure that issues of taxation and other potential stumbling blocks are managed effectively.
- ▶ **Gatekeeper.** We manage all aspects of the transaction and the communication flow to ensure that the process runs smoothly.
- ▶ **Due Diligence.** We have the expertise to provide a comprehensive effort, including full financial, organizational and business diligence; and we work with other professionals to fill any gaps.
- ▶ **Secure financing.** Our ability to assist individuals or companies obtain financing is due to our strong relationships with both traditional and non-traditional sources of financing and our understanding of the requirements and expectations of lenders and investors.



We can be engaged to provide all or part of the services required. We have a flexible fee structure that includes hourly rates, success fees and/or a combination of both.