

Facilitation

In many cases, a business owner and a prospective buyer have already decided that they wish to pursue a transaction. However, often, they don't have the experience to determine the value and manage the process, nor do they wish to damage a personal relationship. In the transaction world, it is becoming increasingly common for an interested buyer and seller to bring in a third party to facilitate the transaction process.

As a **facilitator**, we work from what is commonly known as the "Center of the Table". Typically, we don't represent either the buyer or the seller; rather ***we represent the transaction and work for the best interests of both parties***. Our goal and our only responsibility is to make sure a transaction is fair and equitable for both parties.

In our role as facilitator, **we work with both parties in a variety of ways**, including but not limited to:

- ▶ **Determining the value of the Company** and developing the rationalization of the purchase price.
- ▶ **Developing the structure of the deal** to ensure that issues of taxation and other stumbling blocks are managed effectively.
- ▶ **Assisting in obtaining financing for the transaction.** We have extensive relationships with a variety of traditional and non-traditional lenders and understand their requirements.
- ▶ **Serving as the gatekeeper.** We manage all aspects of the transaction and the communication flow to ensure that the process runs smoothly.

We ensure that the transaction is represented in an independent manner where all parties are treated fairly and equitably and that the process is managed in a highly professional manner.