

Selling Your Business

Maximizing Value for Business Owners

Selling a business, which is typically a one-time event for a business owner, requires third party representation with a professional business intermediary team. A good intermediary focuses on confidentially representing your company and connecting you with the most appropriate buyers. A business intermediary needs to help a business owner with the following tasks:

- Provide access to a network of accountants, transaction attorneys and financial advisors
- Complete financial analysis and market valuation of business
- Compile and design comprehensive offering memorandum
- Confidentially market the business
- Identify and prioritize ideal buyer prospects
- Qualify buyer prospects to maximize sale price
- Negotiate term sheet, Letter of Intent and deal structure
- Manage due diligence
- Connect prospective buyers with most appropriate financing source
- Represent seller throughout the sales process

Acquisition Finders is a specialized business intermediary firm that assists prospective entrepreneurs in acquiring diverse business opportunities with between \$1,000,000 and \$25,000,000 in enterprise value. Our Sell-Side representation services assists business owners with the above tasks as well as providing unique benefits to our clients.

- We offer two confidential approaches for listing and selling a business.
 - Selling to an Acquisition Finders Hidden Gem Search client.
 - Selling to an open market buyer
- Access to a national network of buyer prospects through our connection with Right Management Consultants, a division of Manpower, Inc.
- Guaranteed Priority Placement in all listing services, such as BizBuySell and Bizquest to maximize the exposure your company receives



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