

## M&A ADVISORY

We provide high touch M&A advisory services to lower middle market private companies and their owners. We take a comprehensive and diligent approach to preparing our clients for the rigorous and all-important process of selling their business - undoubtedly one of their largest and most important assets.

Our [M&A processes](#) are tailored to the specific needs of each individual client. In all our engagements, we emphasize confidentiality, exhaustive research, creativity, sophisticated deal structuring, effective negotiation, and ongoing due diligence support all the way through closing.

Most importantly, our work and advice are anchored by our effort to fundamentally understand what is important to our clients and their goals for and beyond the sale of their business.

### What We Do

- Explore and help define goals and objectives for a successful transition.
- Provide valuation analysis to understand the standalone and synergistic value of their business.
- Coordinate with other key client advisors and deal team members.
- Collaboratively develop a thoughtful go-to-market strategy.
- Leverage our senior bankers' depth of experience across private equity, operations, valuation, and corporate finance strategies.
- Custom deal structuring and approach on every transaction.
- Carefully curated marketing documents.
- Multi-faceted outreach program used to identify the right buyer for our clients.
- Process to drive the most favorable deal terms for our clients.
- Support and help facilitate an efficient and timely due diligence process.
- Serve as an advocate and buyer liaison to ensure our clients' best interests are served and aligned.