



# PREPARE WELL TO EXIT WELL


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100%





**Are You  
Sale-Ready?**

**Do You Know  
When to Exit?**



# M&A TRIGGERS

- Retirement
- Health Issues
- Industry Pressures
- Family Dynamics
- Unsolicited Offer







# UNDERSTAND YOUR EXIT OPTIONS

**INTERNAL**

**EXTERNAL**





# ACHIEVING A SALE-READY POSTURE

Industry Relationships

Strategic Planning

Succession Plan



# KNOW WHEN THE TIME IS RIGHT

- ✓ M&A Markets
- ✓ Your Industry
- ✓ Your Company



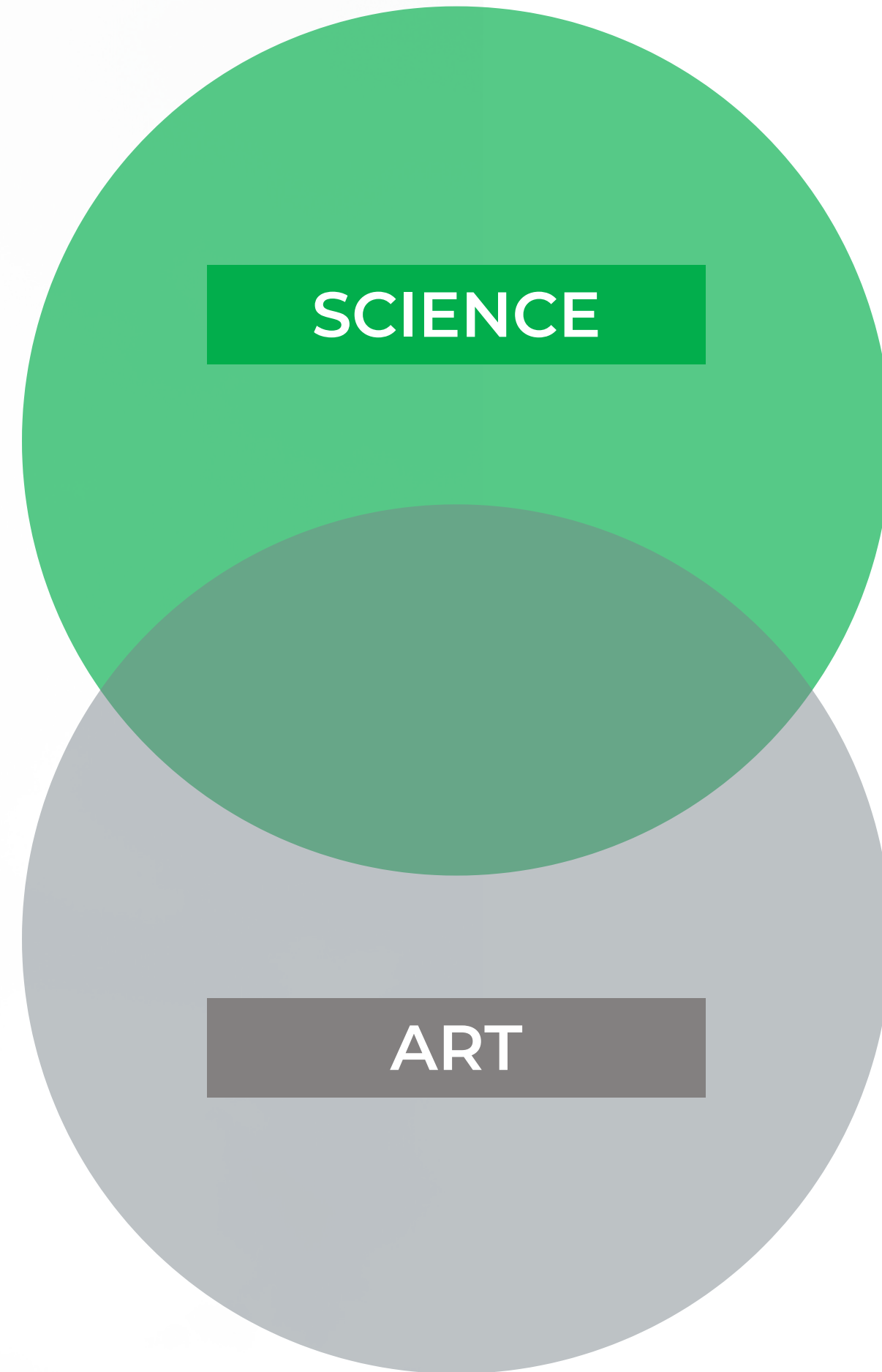


**PRIVATE  
BUSINESS  
VALUATIONS  
ARE TRICKY**

**SCIENCE**

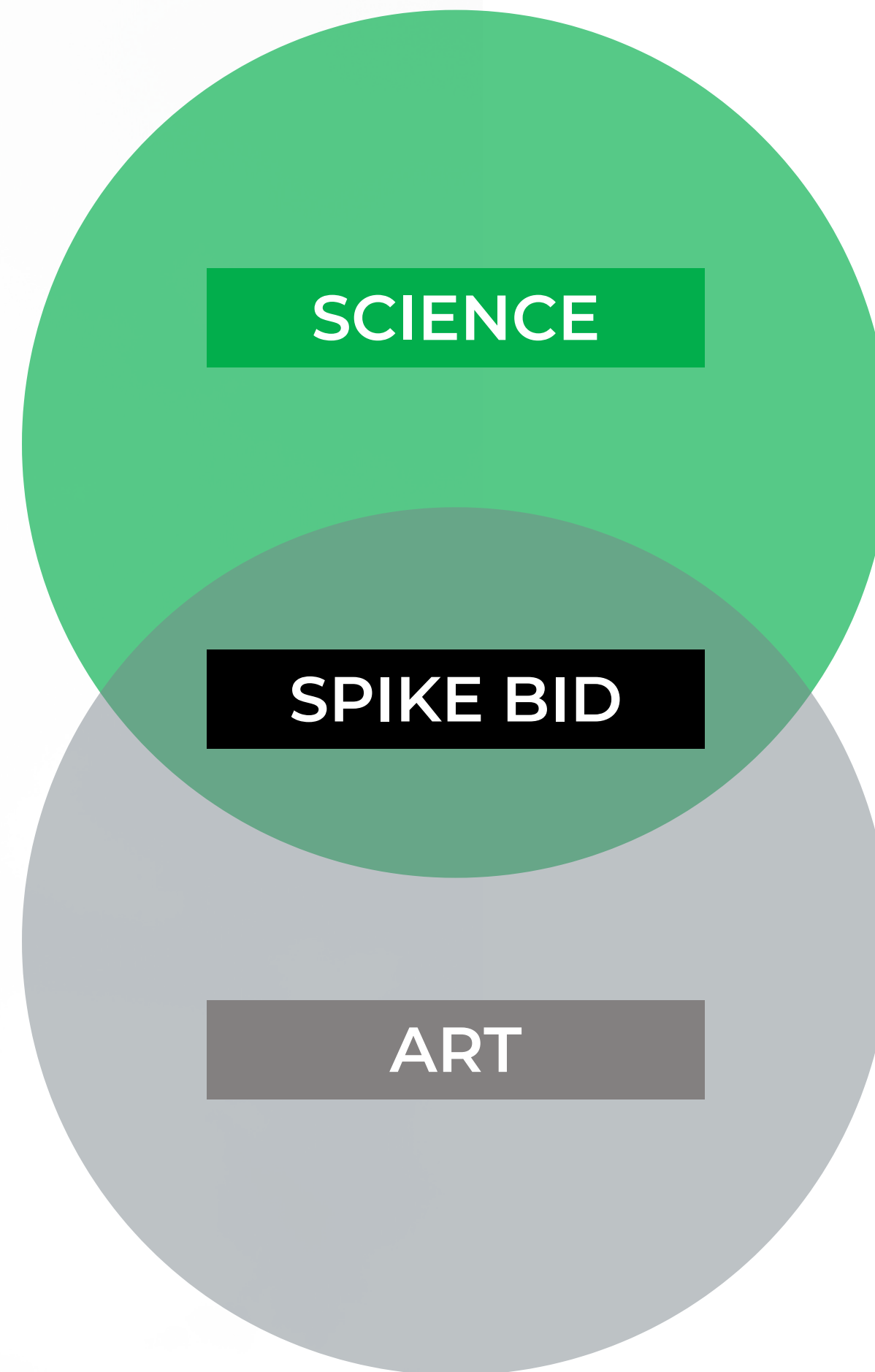


# PRIVATE BUSINESS VALUATIONS ARE **TRICKY**





# PRIVATE BUSINESS VALUATIONS ARE **TRICKY**





TO  
**INCREASE**  
VALUE



PERCEIVED RISK





**TOP 10**

**M&A MISTAKES**



# TOP 10 M&A MISTAKES

1





# TOP 10 M&A MISTAKES

1



2





# TOP 10 M&A MISTAKES

1



2



3





# TOP 10 M&A MISTAKES

1



2



3



4





# TOP 10 M&A MISTAKES

1



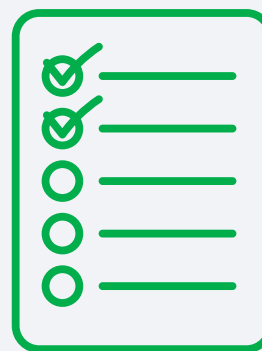
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3



4



5





# TOP 10 M&A MISTAKES

6





# TOP 10 M&A MISTAKES

6



7



# TOP 10 M&A MISTAKES

6



7



8





# TOP 10 M&A MISTAKES

6



7



8



9



# TOP 10 M&A MISTAKES

6



7



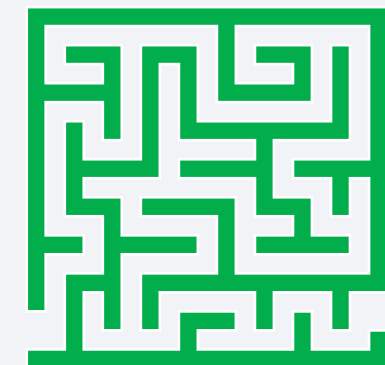
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9



10







# M&A Process Snapshot



# Phased Approach

I - PREPARATION

II - MARKETING

III - CLOSING





# M&A PROCESS OPTIONS

1

Exclusive  
Negotiation



10-30

Targeted  
Process



100+

Broad  
Process



# INVESTMENT BANKING FEE STRUCTURE

## Success Fee

- Due at Transaction Closing
- Depends on the Deal Size

## Retainer

- Due at Engagement
- Typically 10-15% of Success Fee





# Get Ready to Exit on **Your** Terms

FREE 30 MINUTE  
CONFIDENTIAL CONSULTATION

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**amazon**

**BARNES  
& NOBLE**