

Sell-Side Services



Phase I: Research & Document Preparation

Information Request

Create One Page Profile

Create Confidential Offering Memorandum

Develop Marketing Plan

Phase II: Marketing

Referral Sources

Internal Database

Strategic / Financial Acquirers

General Targeted Marketing

Phase III: Buyer Solicitation

Distribute One Page Profile

Non-Disclosure & Financial Profile

Present Confidential Offering Memorandum

Q&A / Site Visit

Phase IV: Negotiations & Closing

Negotiate LOI

Coordinate Due Diligence

Introduce Potential Financing Sources

Remove Contingencies & Close