

Managing the M&A Process

PLANNING	RESEARCH	DEAL MAKING	CLOSING
1 st Meeting - Desire for Info on Buying Process ↓	Company History & Information ↓	Buyer/Seller Meeting ↓	Coordinate Due Diligence ↓
Obtain Engagement Agreement ↓	Industry Research ↓	Tour Business ↓	Loan Request Package ↓
Identify Target Company(s) ↓	Recast Financial Statements ↓	Present Initial Proposal ↓	Lender Introductions ↓
Provide CA to Seller ↓	Prepare Valuations Report ↓	Motivate Seller to Act ↓	Assist in Resolving All Issues ↓
Data Gathering/Seller Interview ↓	Prepare CIM/Data Package ↓	Facilitate Negotiations ↓	Definitive Purchase Agreement ↓
Understand Seller's Goals ↓	Evaluate Buyer's Options ↓	Agreement in Principle (LOI or offer to purchase) ↓	Review Final Documents ↓
			Close!