

*From Engagement to Close & Beyond*

We guide business owners through a **structured, confidential sale process** designed to surface qualified buyers, preserve enterprise value, and close with confidence. Here is every milestone from our first conversation through post-close transition.

PHASE I • DISCOVERY & PREPARATION

01	Initial Business Review Meeting A confidential conversation to understand the business, ownership goals, and timeline.	02	Seller Readiness Assessment Evaluating organizational, financial, and operational preparedness for a successful transaction.
03	Valuation Data Gathering Collecting financials, tax returns, add-backs, and business detail to support a credible valuation.	04	Valuation Presentation Presenting our independent opinion of value with market comparables and methodology review.

PHASE II • GOING TO MARKET

05	Go-to-Market Strategy Presentation Aligning on pricing approach, buyer universe, deal structure, and marketing strategy.	06	Engagement Agreement Review and execution of the representation agreement, defining scope, terms, and exclusivity.
07	Pre-Launch Marketing Preparation Development of the CIM, teaser, NDA package, and confidential buyer outreach materials.	08	Market Launch Controlled confidential outreach to a curated universe of strategic and financial buyers.

PHASE III • BUYER PROCESS

09	Buyer Review & Initial Conversations Screening buyers, facilitating NDA execution, and managing initial questions and interest.	10	Indications of Interest (IOIs) Collecting, reviewing, and comparing non-binding IOIs to identify the strongest candidates.
11	Management Meeting Presentations Facilitating confidential Zoom or in-person meetings between ownership and select buyers.	12	Short List & Letters of Intent (LOIs) Advancing preferred buyers to LOI stage; comparing terms, structure, and strategic fit.

PHASE IV • TRANSACTION EXECUTION

13	LOI Negotiation & Execution Working through deal terms, exclusivity, contingencies, and final LOI signing.	14	Due Diligence, Financing & Contracts Managing buyer diligence, coordinating lenders, legal counsel, and real estate as applicable.
15	Close Final document signing, funds transfer, and formal transfer of ownership.	16	Post-Close Transition Supporting seller and buyer through the transition period for a smooth handover of operations.