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# An Established Reputation for Excellence in Mergers & Acquisitions

With Corporate Offices located on the East Coast near Charlotte, North Carolina, and with hundreds of Companies successfully represented throughout the United States, Gulfstream Mergers & Acquisitions has an established reputation for excellence, ethical practices, and impressive results. The clients represented range from approx. \$3 million to \$300 million in revenue. The firm was recently awarded Financial Adviser of the Year – USA.

**S**ince 1993, Gulfstream Mergers & Acquisitions is the firm hundreds of professionals have turned to represent them in the acquisition or selling of successful companies. Their typical transaction services include: accurate market valuation of the target company, effective marketing, personal and ethical relationships with both parties to the transaction, in depth negotiating skills, due diligence expertise, cooperation and creative solutions for legal and accounting advisors, and traditional and alternative sources for acquisition financing leading to a successful closing.

Founder and President Jim Kniffen states, “for 24 years, we have handled hundreds of transactions in the United States”, adding that Gulfstream Mergers & Acquisitions are “the only middle market firm that prepares a comprehensive market valuation as part of their initial due diligence. Gulfstream Mergers & Acquisitions manages each project from beginning to the end; ensuring the highest levels of confidence, excellence and success, we handle it all the way through.”

**“Our unparalleled success in funding our transactions speaks for itself.”**

A hands-on firm, Gulfstream Mergers & Acquisitions work closely with their clients from start to finish, to ensure the best possible outcome. Whether the transaction is under \$3 million or exceeds \$300 million, they interface with all concerned parties, (legal, accounting, and lending), to assist with structuring the most advantageous transaction to the parties.

For the firm’s executive clients, they possess a strategic association with a firm that can utilise a

401K or IRA plan to acquire a company. This is accomplished using a self-directed IRA or 401K plan without penalty.

A diverse portfolio of companies from over 30 varying industry sectors provides clients a comfort level offered by no other middle market M&A Firm. Mr. Kniffen goes on to say, “we have represented everything from complex technology companies to artistic and design oriented firms which gives you an idea of our diversity and abilities to successfully represent our clients in virtually any arena.”

Gulfstream Mergers & Acquisitions stands alone in the industry as over 85% of their transactions are 100% funded. Mr. Kniffen believes that the financial sector today is indeed a very complex and competitive one, and adds “most clients lack the knowledge of the financial institutions requirements and the constant changes that occur in today’s economic climate. Our unparalleled success in funding our transactions speaks for itself.”

In terms of how the firm’s expertise is helping their clients to achieve their goals, Mr. Kniffen states that at the first meeting, “we give them our current knowledge of where the market actually is, based on the activities and results within the sector concerned, and provide detailed answers to questions they have regarding the selling of their company.”

Concerning the firm’s exciting future, Mr. Kniffen reveals that the firm is expanding into the Northeast, and as a national firm they have clients from all over the United States. “We are in the process of opening an office in Philadelphia with plans to expand into New York in 2017. We plan to expand to the mid-West by the end of 2018, so our biggest challenge is also our greatest opportunity, in terms of growing our staff and company right now.”