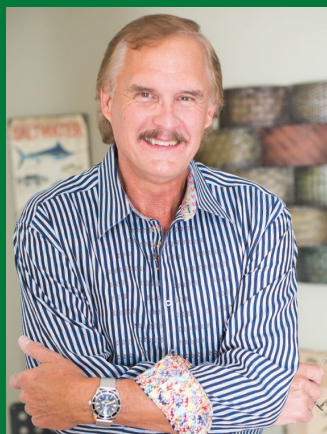


# USA

- ★ M&A ADVISORY FIRM OF THE YEAR, GULFSTREAM MERGERS & ACQUISITIONS
- ★ GAMECHANGER OF THE YEAR, JIM KNIFFEN, GULFSTREAM MERGERS & ACQUISITIONS



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Gulfstream Mergers & Acquisitions has an established reputation for excellence, ethical practices, and impressive results. Clients represented range from approx. \$2.5 million to \$300 million in revenue. The firm was recently awarded US- M&A Advisory Firm of the Year 2017. Everyone at Gulfstream Mergers is enormously enthusiastic to be recognized as a true global leader by a reputable organization such as ACQ. Accolades like this provides us with worldwide recognition that simply can't be bought.

This prestigious award serves as a confirmation that the talented individuals making up our company are doing things the right way. Any time a company is recognized as a global leader by a group such as ACQ, it validates the efforts and strategies that our clients have come to count on from Gulfstream Mergers.

#### **Company overview**

The team at Gulfstream Mergers and Acquisitions are recognized experts in the acquisition, merger, and selling of companies. Transaction services include: an accurate market valuation of the company, effective marketing, personal and ethical relationships with all parties involved, in depth negotiating skills, due diligence expertise, cooperation and creative solutions for legal and accounting advisers and traditional and alternative sources of financing.

#### **Divestitures**

The proven four-step process has been developed over the years to allow our client a complete understanding of the options and opportunities that await in a step by-step, methodical manner. The process of selling a business is meticulous and time consuming – and we will never sacrifice quality for quantity of deals.

#### **Company grooming/exit planning**

These should preferably be undertaken 2-5 years before a business (or equity stake) is offered for sale. Along with extensive business strategy and trying to improve the bottom line, creating clean historical financials (3 years) and maintaining and empowering employees is critical. These are a few of the indicators that sophisticated buyers want to see in place.

#### **Valuations**

Gulfstream Mergers is proud that our team includes experts in the field of valuations. Both sell-side and buy-side clients depend on Gulfstream Mergers & Acquisitions for accurate and dependable valuations. Our business valuations follow the requirements of a "valuation engagement", as that term is defined in the American Institute of Certified Public Accountants Statement on Standards for Valuation Services No. 1 (SSVS No. 1).

#### **Acquisitions**

Gulfstream Mergers & Acquisitions has an established 25-year history of assisting our select buy-side clients in acquisition strategies, achieving external growth or purchasing companies for investment. Our goal is simple; to reduce and minimize our client's risk potential, their wasted time and money by minimizing the acquisition risk.

#### **Future Growth**

We are growing and continually adding staff. Expansion includes a new office in Boston in early Q1 2018. Gulfstream plans on expanding operations to the Midwest and Southwest.