



**Global Awards 2020**



**US - SELLSIDE M&A ADVISORY FIRM OF THE YEAR  
GULFSTREAM MERGERS**

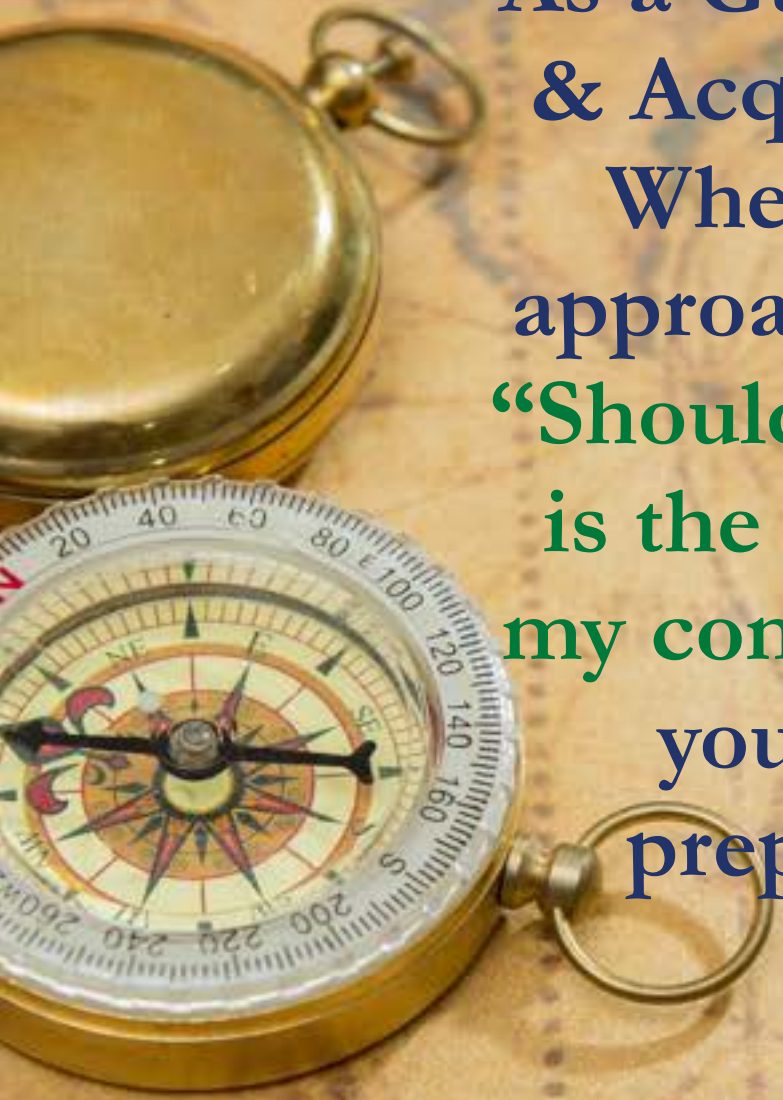
# Partnering with



**GULFSTREAM** | Mergers & Acquisitions  
IT'S YOUR JOURNEY...WE'LL BE YOUR GUIDE





A brass compass and a closed brass compass case are positioned on the left side of the image. The compass is open, showing a detailed face with a compass rose and degree markings. The background is an antique map with various geographical features and text, including the name 'Francis Canyon' visible at the bottom.

As a Gulfstream Mergers  
& Acquisitions partner,  
Whether your client  
approaches you with the  
“Should I sell?” or “What  
is the best way to grow  
my company?” question,  
you will be better  
prepared than ever  
before.



## WORKING WITH GULFSTREAM MERGERS & ACQUISITIONS; AN INTRODUCTION TO OUR PARTNER PROGRAM

### WHY PARTNER WITH GULFSTREAM MERGERS?

Partnering with GULFSTREAM MERGERS will help you to deliver successful outcomes for clients who own a business and are considering their exit and succession plans, as well as, growth strategies via acquisition. In both instances, we assist you in providing sound, market-leading insights for your clients as they approach the biggest business decision of their lives.

Since 1993, We at Gulfstream Mergers and Acquisitions have delivered tailored insights, options and solutions by using a thorough and carefully crafted process. Once you partner with Gulfstream Mergers & Acquisitions, you gain a resource who understands your unique situation with a track record of delivering solutions your clients seek and deserve.

We work with principles of privately owned businesses in a variety of instances including: 1) looking to sell all or part of their business or 2) acquire companies as part of their overall growth strategy and 3) provide accurate and defensible valuation to plan for the future. Over the years, we have helped hundreds of shareholders and business owners to realize their aspirations. The team at Gulfstream Mergers has successfully advised on Hundreds of transactions in the last decade alone, making us **one of the leading middle market deal-makers.**

*“I would highly recommend all business owners have a conversation with their team, as they are extremely knowledgeable and actually took the time to listen to my story and then presented me with options. They were involved in every step from the initial meeting to the day we closed. “*

Former Gulfstream Mergers client Peter Tennant  
President, Bee Tree Hardwoods

## WHO ARE OUR CLIENTS

### AND WHY DO THEY USE US?

GULFSTREAM MERGERS & ACQUISITIONS maintains a sector agnostic approach. We work with businesses across over 30 different sectors, from healthcare, utilities, software, media, logistics, technology, manufacturing, engineering, distribution, professional services to name a few. Clients work with us for a variety of reasons, including retirement, lifestyle change, or because they wish to fund a new business. Some clients wish to remain within the business and help it grow, while others choose to exit completely. Business acquisitions and divestitures are fundamentally about people; **our goal is simple, to create the best possible deal for our clients, at the right time.**

We specialize in Mid-Market clients, typically representing businesses with a market value of between \$2m and \$200m. There is no such thing as a typical Gulfstream Mergers client, and we consider each business on its individual merits.

Our clients choose us because they want **a proven approach to business sales, and acquisitions** that is tailored to them. Gulfstream Mergers & Acquisitions specialize in creating a competitive environment which delivers a range of offers, and maximizes value. We research the market thoroughly, profiling and contacting the widest range of acquirers and sellers, which can include not just corporate companies, but Private Equity and individual investors, as well.

Assisting our clients in merger & acquisition strategies, achieving external growth, and purchasing businesses for investment, our vast network of resources will aid every step of the process.

***“Our goal is simple; reduce and minimize risk, maximize value and provide a clear understanding of all options.”***

## WHAT CAN WE DO FOR OUR PARTNERS?



Our primary role is to help in your advisory capacity to assist you in keeping up to date with the key issues involved in M&A transactions. We can support you in advising your client in any areas you are unsure about. Bridging a possible gap in your expertise when it comes to discussing business sale and/or investment options, and succession planning. As a GULFSTREAM MERGERS & ACQUISITIONS partner, when your client approaches you with the “Should I sell?” or “What is our best option for growth?” questions, you will be better prepared than ever before.

To do this, we offer a wide range of information, brochures and other collateral. These include an annual prospectus focused on the middle market M&A, market research, case studies, market updates, and webinars.

We currently work with a wide range of advisory organizations, including accountancy firms, attorneys and wealth managers, all of whom refer potential clients to Gulfstream Mergers & Acquisitions on a regular basis.

*“With the guidance of Gulfstream Mergers we successfully managed to merge with a larger company positioning our firm for more growth. During the process Gulfstream Mergers was very professional and helped guide us through the process. There was no pressure to just take the first offers that came along. Gulfstream Mergers wanted us to find the “right” fit for our needs. We would recommend Gulfstream Mergers if you are interested in having a very professional M&A firm work with you for a successful deal.”*

Former Gulfstream Mergers client -David E. Criser -  
President, Criser Troutman Tanner Consulting Engineers



## WHAT OUR PARTNERS

### SAY ABOUT GULFSTREAM MERGERS

*“Gulfstream Mergers & Acquisitions is one of the very best firms in the industry nationwide. Their team are experts at valuing businesses and at bringing the right buyers and sellers together. They keep transactions on track and are always able to problem-solve and strategize to make sure all parties meet their needs and reach agreement. Experienced and adept at every aspect of selling and buying, Gulfstream’s understanding of financing and the up-front work their team performs in properly structuring the deal helps buyers secure funding and helps, both, their buyers & sellers close deals. Gulfstream Mergers’ business ethics, positive approach, tireless energy and great communication & follow-up make it a pleasure to do business with them.”*

**Rita Mitchell, Wells Fargo**

*“This is not a hard sell, and GULFSTREAM MERGERS recognizes that it might be many years until the business is ready to start the sale process. The client leaves informed, but not pressured in any way to make a decision. We would thoroughly recommend a partnership with GULFSTREAM MERGERS to any advisor who works closely with businesses. It really has been an extremely important partnership for Thompson Wealth Advisers, and allowed us to do the best by our clients.”*

**Scott Thompson, Principal, Thompson Wealth Advisors**

*“As an accountancy firm, our clients count on us as their trusted advisor. We know, however, that we cannot be experts in everything. We have regular conversations with our clients around their exit and growth strategies and if a sale or acquisition is a possibility we will invite them to meet with Gulfstream Mergers to understand the process in more detail. Gulfstream Mergers do some things far better than we do: widening the selection of buyers and sellers, managing and explaining the whole process to the client. Most accountants don’t specialize in M&A. Gulfstream can handle all sizes of deal: small, medium and large. They are set up to talk to clients who are considering either a sale or acquisition and can be patient until the time is right for the client.”*

**Jim Price, Price & Associates CPAs PLLC**



## WHAT ARE THE BENEFITS TO YOU AS A PARTNER?

There are **strategic advantages**. You will be able to offer value-added services to your existing clients, in the form of useful insights, information and advice. You will be able to assist your clients in their goal of securing the best outcomes for themselves, their business and their staff. Ultimately, you will be instrumental in helping them in their decision-making, because you can be confident Gulfstream Mergers & Acquisitions will advise them on the right time to sell, explore the market of potential acquirers or sellers, and work exclusively on their behalf to drive the best deal possible, at the best price – whichever sector they operate in.

In addition, there are **financial advantages** to your organization, in the form of our co-op program success fee. Our engagements are designed to work in tandem with other trusted advisors like yourself. Our program often creates a necessity for your clients to seek additional services from you thus increasing your existing revenue streams. Additionally, where legally allowed, we offer referral fees. Once the sales transaction is successfully completed, you will receive as payment, a proportion of our success fee.

For repeat referrers, we offer a higher proportion of the success fee. For more details on this, please contact a member of the Gulfstream Mergers & Acquisitions partnering team.

“We contacted Gulfstream Mergers & Acquisitions after being approached by a large national competitor. We needed someone to tell us the value of our company and if we were provided a fair offer. After meeting with their team, we felt comfortable with hiring Gulfstream Mergers to perform a valuation and represent us. Under the representation from Gulfstream, we received a significantly better offer and terms. We never felt alone during the transaction. They handled all the heavy lifting, including the negotiations, to get the deal done.”

Former Gulfstream Mergers client—Bill Zimmerman—who sold Zimmerman's Hardware to Ace Hardware



# NEXT STEPS

If you are interested in learning more about Gulfstream Mergers & Acquisitions and our partner program, the first step is to have an open conversation with us to determine the best way we can work together.

Every one of our partners has a unique client base. It is important we understand the way your organization operates, and identify where we can help you add value.

*To find out more about our partnering program contact us by email at [info@gulfstreammergers.com](mailto:info@gulfstreammergers.com) or call our office directly +1 704.892.5151.*

*To discover more about Gulfstream Mergers & Acquisitions please visit our website: [www.gulfstreammergers.com](http://www.gulfstreammergers.com)*



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