



## solutions brief

### WHY YOU NEED A PROFESSIONAL ADVISOR FOR YOUR BUSINESS ACQUISITION



#### *Business Challenge-*

**Identifying and Successfully Negotiating an Acquisition is Complex and Time Consuming**

There are various reasons that companies pursue acquisitions. Properly executed, buying an existing company can potentially provide instant access to a new territory, a new innovative product or service, a much needed talent upgrade, or simply an expansion in sales. In some cases a high net worth individual or industry executive may wish to transition to something new or take advantage of their expertise or capital to improve an existing operation. The problem for most buyers is that regardless of their reason, the process is becoming more complex and much more competitive. As M&A advisors it is often surprising to people to learn that we have companies, private equity firms, and individuals contacting us almost every day to ask us what businesses we have for sale. Anyone who has been through an acquisition knows how exhausting the process is and how disappointing an unsuccessful deal can be. Buyers often simply do not have the internal resources to properly research, identify, vet, and negotiate transactions in addition to their normal duties of operating the business.

#### *Solution-*

##### **Hire a professional**

Hiring a professional will not eliminate the need for management participation but it will help free up a great deal of their time and effort. Most importantly, if properly executed, it will increase their odds for a successful transaction.

#### **WHAT YOU GAIN**

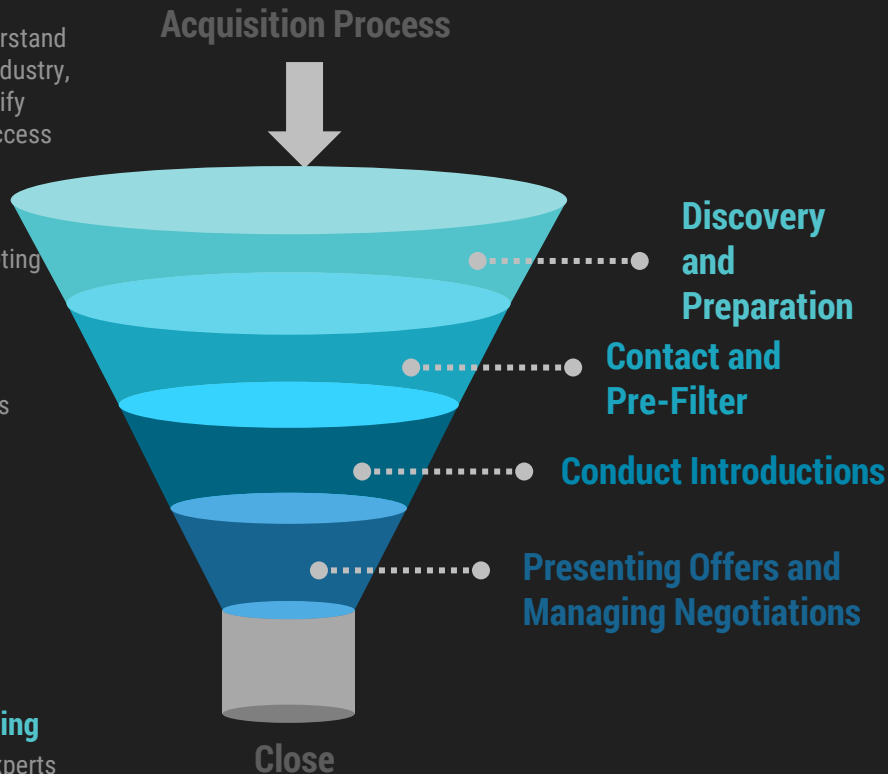
- Time and Focus-deploying a dedicated team frees up time for your other efforts
- Expansion of Opportunities- professionals have the databases to reach farther than most internal teams
- Expertise and Efficiency- by utilizing a proven process effort is not wasted trying to understand next steps
- Peace of Mind- Knowing you took the steps necessary to give you the best shot at success.



## Acquisition Process

We engage in a customized proactive campaign to identify your optimal acquisition.

- ✓ **Discovery and Preparation**  
Our team works with our buyers to understand their strategic acquisition objectives.(industry, geography, size, timeline) We then identify targets utilizing our vast network and access to international databases.
- ✓ **Marketing Plan and Materials**  
We develop a marketing plan and marketing materials customized to introduce the acquiring company and attract targets.
- ✓ **Contact and Qualify**  
We reach out directly utilizing our team's resources. We conduct preliminary vetting of targets.
- ✓ **Conduct Initial Introductions**  
We coordinate the initial meetings between our acquirers and their targets. We work with clients to narrow the list prior to presenting preliminary offers.
- ✓ **Negotiation and Transaction Closing**  
We work with client and their team of experts to present offers and help conduct due diligence and negotiate the transaction to optimize the closing .



## Next Steps

Contact us to schedule a confidential no obligation meeting to discuss how we can design a program to identify and help negotiate a successful closing for your ideal acquisition.

Gulfstream works together with wealth advisors, accounting firms, legal firms and other advisors to business owners.

Office: +1 (704) 892-5151

[info@gulfstreammergers.com](mailto:info@gulfstreammergers.com)

[www.gulfstreammergers.com](http://www.gulfstreammergers.com)

### Offices

Charlotte / Miami / Atlanta / Boston / Philadelphia