

Advantages of Engaging with a Mergers & Acquisitions Advisor

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The process of selling a business is not a do-it-yourself type of venture – you need the right processes, the right people and the right knowledge to help you achieve your business goals. An M&A advisor works with resources and a team of people that provide the experience and knowledge to ensure the best possible outcome for you and your business.

Experience. Many business owners are well-tuned in the daily challenges of running a business, but do not have the experience selling a business or promoting that business to potential buyers. An M&A advisor can bridge this gap through his/her experience and up-to-date industry insight, access to qualified buyers and sellers and successful transaction processes.

Optimal Value. An advisor will create higher value for your transaction by analyzing in great detail your company value. Your advisor will work with you to understand your expectations and what may need to happen to meet your business goals. An advisor takes into consideration your goals, the industry, potential buyers and the timing to ensure maximum value of your business. He/she can also help make financing decisions up front, so you avoid costly mistakes down the road.

Efficiency. There is considerable time and detail required when buying or selling a business, so an M&A advisor allows you to focus on your day-to-day business operations. An advisor is dedicated to your transaction and has the experience and is able to put the processes in place to broker the best possible scenario to sell your business and achieve the optimal deal. An advisor acts on your behalf with your best interests in mind.

Qualified Contacts. An M&A advisor can leverage his/her contacts on behalf of clients and can bring several qualified buyers to the table. A common mistake for someone trying to sell his/her business alone is taking the first offer that comes through the door, leaving far too many risks with the seller. Having multiple potential buyers gives the seller a stronger position and assurance. An advisor ensures that you get the highest possible value for your business.

Objectivity. Business owners have a personal connection to their businesses and may need guidance and an outside perspective to help reach their business goals. An M&A advisor works with business owners to establish realistic valuations and manage expectations. The advisor is there through the entire process to lead the transaction and lay out all options for the business owner.