



What Can an Experienced M&A Consultant Do For You?

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You've sacrificed, scrimped, saved, missed family functions, and poured a good part of your heart and soul into a business that you have built into an organization that has become a part of your very being. Now you find yourself at the most important crossroads of your economic life – SELLING YOUR BUSINESS!

Whatever the circumstances that brought you to this point be it retirement, selling to a partner or family member, tough economic conditions or moving on to another exciting challenge, maximizing your return on investment (ROI) is never more critical.

In addition to guidance through the valuation and mechanics of a sale or acquisition, your M&A consultant will help negotiate the deal -- a task that is sometimes difficult or too time consuming for many entrepreneurs. It's similar to selling your own house – it is possible to sell it yourself, but a professional brings knowledge and experience to the table that you may not have. A consultant can negotiate more effectively since they aren't emotionally attached to the business. Additionally, an M&A consultant will help preserve confidentiality. Only a qualified M&A consultant or broker can ensure proper non-disclosure adherence. A breach of confidentiality in the marketing and offer process will most always result in customer and employee anxiety, vendors reducing credit lines, landlords terminating leases, and banks lowering or calling-in lines of credit. None of this is good!

Your M&A consultant will help determine the value of a business, determines whether or not a sale makes sense, and recommends the proper terms and structure for the sale. (S)he will also handle the various aspects of a transaction including developing a marketing plan, executing the plan, locating and screening potential buyers, maintaining confidentiality, negotiating the price and the terms of the sale, and assisting buyers in obtaining proper financing and other services such as insurance, that are needed to sell or buy a business.

The Rivo Consulting Group (RCG) will use all resources, experience and contacts to aggressively market and negotiate the sale, merger or acquisition of your business. We do this devoid of emotional attachment and unrealistic expectations sometimes understandably experienced by business owners. The honesty and aggressive style of RCG's model for arriving at a transaction that best suits you, the client, may not be the right fit for every business owner. While that may be ok, as not every business RCG evaluates is accepted for listing, RCG pledges to offer the best advice based upon years of successful transactions while tempering honesty with empathy and understanding.

Shortly after signing an M&A Consulting Agreement, RCG will:

- Effectively develop SDE and EBITDA valuation
- Evaluate business process, management, HR and other structural identification
- Develop robust and effective liquidation and M&A marketing strategy with Client
- Develop a list of potential buyer(s)
- Financially vet the efficacy of purchase for potential buyer(s)
- Review financial and compliance documentation for presentation
- Counsel Client as to strategy for initiating discussions with potential buyers
- Develop substantial NDA documentation and procedure in the best interest of the Client
- Assist Client in negotiating a definitive liquidation and/or M&A plan
- Develop Memoranda of Understanding for Business liquidation, merger or acquisition
- Assist Client in developing a financing and/or liquidation strategy with potential buyer(s)
- Counsel Client on proper disassociation and/or non-compete activities
- Any other activities deemed necessary by RCG to facilitate liquidation and/or M&A