

Building Your M&A Team



For most owners of lower- to middle-market enterprises, the sale of their business represents the culmination of years of work and the largest element of their personal/familial net worth. When developing an exit strategy, owners must account for the impact of various deal structures on their personal psyche, professional careers, financial future, etc. To ensure this process goes smoothly, it is essential to hire seasoned deal professionals with a background in not only investment banking, but also business ownership and institutional investing. At AllianceOne, we leverage our collective experiences to help owners thoroughly prepare an exit strategy in advance (whether that be three months or three years from a sale). This preparation can improve enterprise valuations, increase the likelihood of a successful transaction, and optimize the proceeds of said transaction. Owners can gain an invaluable education for free by interviewing the professionals listed and asking questions before formally hiring them as part of the M&A Team.



Investment Bankers

Drawing from their deep M&A experience, AOE's principals oversee the transaction from start to finish and work to align the other team members with the owners' goals.



Transactional Counsel

Transactional counsel are essential for addressing issues of transaction structuring and securities law as the deal reaches the due diligence stage, but may be needed throughout the process.



Tax Attorneys

Tax attorneys utilize their expansive knowledge of the Internal Revenue Code to highlight and resolve any tax complications that can arise in the structuring and sale of a business.



Public Accountants

Public accountants ensure that the financial statements fit within the generally accepted accounting principles (GAAP), but are unlikely to have significant involvement in the deal.



Commercial Banks

M&A deals usually rely on a cash flow loan from a traditional lender (i.e., the cash flow generated by the purchased company repays the loan) or an SBA loan for smaller enterprises.



Wealth Managers

Wealth Managers can help educate owners about optimizing their sale proceeds in order to maintain their lifestyle and plan for their family's future.

In a separate email, we will provide our white paper "20 Critical Factors That Can Influence Your Company Value", which is a primer for small business owners on some key factors that drive corporate valuations. This may help you begin the education process and form a basis for discussing an exit strategy with the potential members of your deal team. AOE generally recommends interviewing multiple parties in order to find individuals you find trustworthy and who understand your goals.

We trust that when the time is right to make an exit, you'll know it. Nonetheless, being adequately prepared in advance can pay significant dividends. If you need referrals to any of these professionals, let us know and we'll pass along some names of parties we've worked with in the past.

As always, AOE wants to be your go-to resource. Let us know how we can help.