



# MERGERS CORP

The Leader In Business Sales Mergers & Acquisitions

**COMPANY PROFILE**



## ABOUT US

At MergersCorp™ M&A International we help our clients confidentially buy and sell privately held businesses, aligning the interests of all parties for mutual success and satisfaction.

Today MergersCorp™ M&A International is a global company with a network of M&A Advisors selling businesses with annual revenues of \$500,000 to \$50 million, in technology, construction, banking, manufacturing, healthcare, services, distribution, engineering, education, transportation and more.

Our first step is usually an initial consultation, where we find out more about your business. We confidentially market listings on all major transaction sites and to their network of buyers. We also work closely with corporate Mergers and Acquisitions departments and high net worth professionals to execute their strategies via Buy Side representation.

We are specialized in the sale of established businesses and assets worldwide.

It is our goal to make the process of either buying a new business or selling your current business as smooth and efficient as possible.

We know how important confidentiality is to our sellers and we treat it with the utmost importance. Creating a win-win outcome for all parties involved is what we believe makes or breaks a deal.

If you are considering selling your Company, we are sure you want to make the right decision in who represents you.

For a confidential consultation, you can call from the United States +1 (516) 344 5460 from Europe +43 (0) 660 2021910 or email us at [info@mergerscorp.com](mailto:info@mergerscorp.com)

We look forward to hearing from you.







# VISION

Get connected with the right buyers for your business and sell for more

MergersCorp operates under a set of core guiding principles to ensure our fully advised and relationship based service is competitive and provides all the support a business owner will need to successfully complete their transaction.

Today's winning Business M&A Advisors need a combination of strategic insight, domain expertise, data, and technology. That is why our service complements its traditional consulting excellence with solutions: technologies and specialized teams that deliver results.







# WHY BUSINESS OWNERS CHOOSE US

At the end of the day we are dedicated professionals that have a proven track record of successfully representing business owners in the confidential sale of their business.



## BUYER NETWORK

We have an extensive list of potential buyers that we have successfully worked with in the past as well as pre-qualified buyers that are waiting for a business like yours to be listed.



## M&A ADVISOR NETWORK

We are proud members of many International Association with an extended network of M&A Advisors.



## PROVEN SUCCESS

We have done this before! We have a proven track record in getting top dollar for some great businesses and successfully selling those "hard to sell" businesses that other M&A Advisors couldn't.







# OUR CORE GUIDING PRINCIPLES

At the end of the day we are dedicated professionals that have a proven track record of successfully representing business owners in the confidential sale of their business.



## NO HIDDEN FEES OR CHARGES

There are no hidden charges or fees when you decide to sell your business with us. We simply deliver to you our knowledge and expertise.



## MAXIMUM VALUE

Put plainly, we are specialists in the sale of businesses, focusing on maximising the price achieved for your business quickly, easily and confidentially. We are passionate about delivering the maximum value for you and we have the skills and resources to maximise the sale value of your business.



## GET CONNECTED WITH THE RIGHT BUYERS

We use a discreet multi-channel approach to identify and confidentially contact potential buyers. Our marketing process is entirely proactive and makes use of connections to an international network of many buyer types.



## DEALS LED BY A DEDICATED SENIOR ADVISOR

We provide you with a professional, friendly and personal service. We consistently achieve the maximum value for our clients, with the added reassurance of our experience, commitment and expertise.



# 7 STEPS TO SELL YOUR BUSINESS

## 1. PREPARE TO SELL YOUR BUSINESS

Before attempting to sell your business, you should prepare by making it a turnkey business that can be transitioned to a new owner easily. You'll need to make it look as attractive as possible to a potential buyer by cleaning up your books, paying off debt, and fixing any potential weaknesses.

## 2. HIRE EXPERIENCED PROFESSIONALS TO SELL YOUR BUSINESS

As business broker and M&A Advisors we will be your best option to help you navigate the entire sales process.

## 3. DETERMINE THE VALUE OF YOUR BUSINESS

It's important to value a business because it's a good starting point for your expectations and potential negotiations with a buyer.

If you want to estimate your business value on your own, you can calculate it by following these steps:

- Multiply your discretionary earnings (SDE) by your industry multiplier
- Add any other assets the business owns, like real estate or cash on hand
- Subtract your liabilities

## 4. PREPARE BUSINESS FINANCIALS AND OTHER DOCUMENTATION

While the flow of information will be constant throughout the sales process, there are three distinct times you'll need to provide the buyer with documentation: initial interest, due diligence, and after an offer has been made. You'll need to have different documentation prepared at each of these three phases of the sale process.

### 1. Initial Documentation for Potential Buyers

- Tax returns for the last three years
- YTD profit & loss (P&L) statement
- YTD balance sheet
- YTD cash flow statement
- Summary book that markets your business's best features

### 2. During Due Diligence

- Proof of business ownership
- Business licenses
- Payroll summaries for one year
- Outstanding accounts payable
- Outstanding accounts receivable
- Current loan documentation
- Lease contracts
- Sales contracts
- Details of all chargebacks or "owner's salary" in your financials
- 3 Years of P&L statements
- 3 Years of cash flow statements
- 3 Years of balance sheets
- Marketing materials
- List of key competitors
- Schedule of owner's capitalization
- Inventory summary



# 7 STEPS TO SELL YOUR BUSINESS

## 3. After an Offer Has Been Made

- AR aging report
- Annual personal property tax certificate
- Full bank statements
- Any outstanding key contracts
- Detailed inventory list
- Financial operating budgets
- Financial projections for 3 to 5 years
- Team operations manual
- Organizational chart
- Customer list
- Actual inventory
- Supplier or vendor lists
- Supplier or vendor contracts
- Employment agreements for management or key employees

If you're not ready to provide these documents, then you'll end up slowing down your own sales process and might lose an otherwise interested buyer.

## 5. FIND A BUYER

There are many different ways you can find a buyer for your business, from hiring an M&A Advisor, to posting your business on a popular website, to marketing to friends and family. Each source has its own unique strengths, but the best solution is to combine as many different ways as possible to find a buyer.

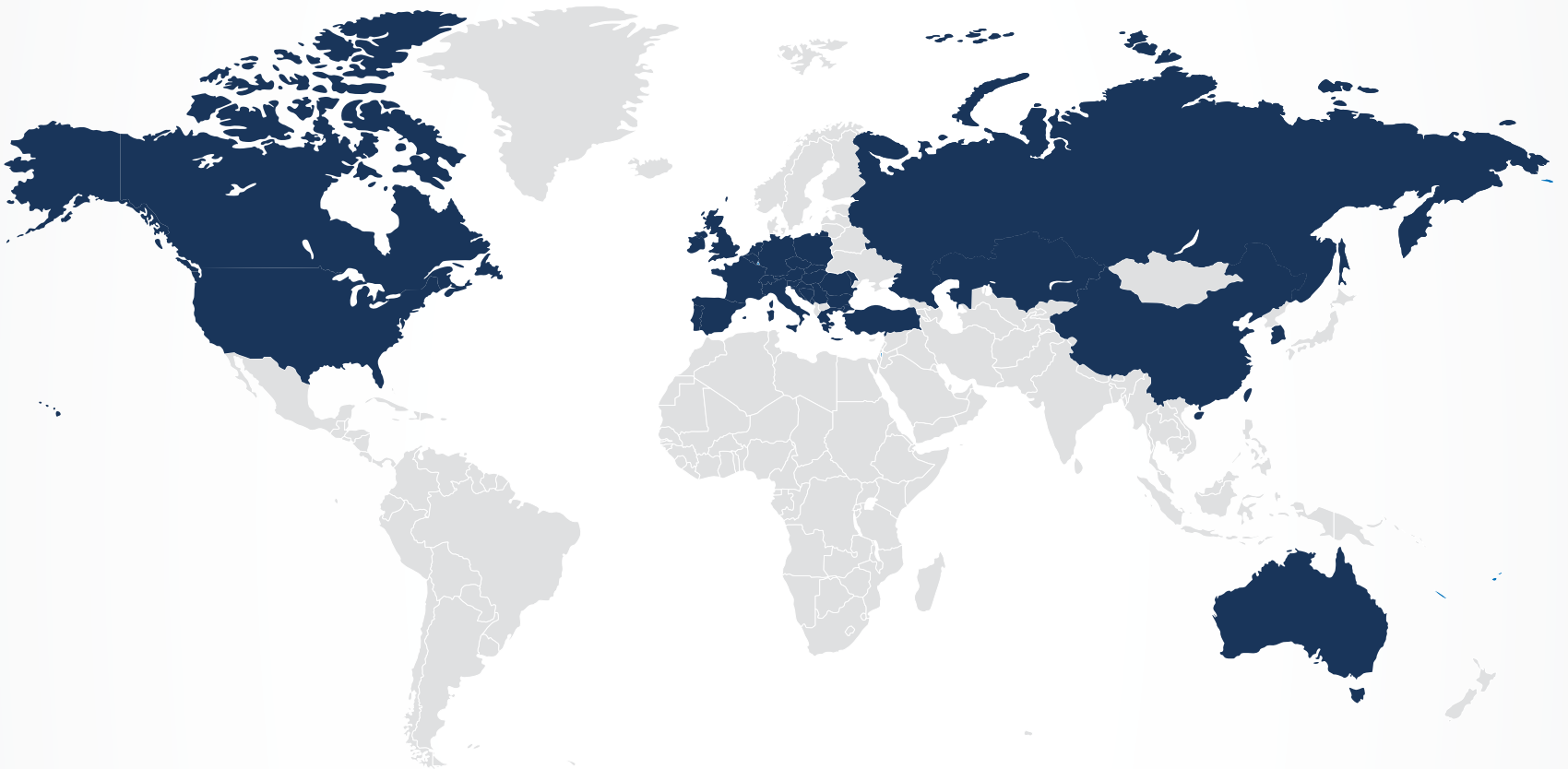
## 6. NEGOTIATE PURCHASE AGREEMENT

Your purchase agreement is the most important document you'll negotiate during the sales process. It will have all of the most important characteristics of your deal, including price and any seller financing terms offered. The agreement will also contain many individual deal points that you may not be aware of or have experience with. Each of these points has to be negotiated before you can close on the business.

Legal counsel can make a huge difference when negotiating your purchase agreement. While you should be able to negotiate high-level deal points such as price, a lawyer can protect your personal interests by negotiating and drafting language you may not think of. Business M&A Advisors may also be able to help with this, but they aren't legally trained, and you may want a lawyer to verify that your interests are fully protected.

## 7. CLOSE THE DEAL

# OUR NETWORK



**2,500+**

Businesses  
for Sale

**18**

Countries

**80**

Global  
Partners

**35,000+**

Potential Buyers



# MERGERSCORP

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[WWW.MERGERSCORP.COM](http://WWW.MERGERSCORP.COM) | [INFO@MERGERSCORP.COM](mailto:INFO@MERGERSCORP.COM)

## CUSTOMER SUPPORT

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