



WHAT I WANT WHEN I SELL MY BUSINESS

Selling your business is a complex process. There are many issues to be considered in the sale of your company. In our experience, here are some of the most important things to consider.

I WANT TO –

(Check All That Apply)

- Maximize my financial position.
- Know the value I should expect to receive in both money and terms.
- Know that I have done the right things, earning the continuing respect of my family, shareholders, stakeholders, suppliers, customers and employees.
- Have absolute confidentiality, and, if others must be told, control the manner, timing and process.
- Protect and to reward my management team and employees.
- Work with a few highly qualified and motivated buyers.
- Minimize taxes and legal considerations.
- Settle all outstanding issues through the settlement process.
- Complete this process as rapidly as possible.
- Properly position myself with the new firm in transition or for a longer period.
- Have maximum communication with my investment banker.
- Pay a fair price for investment banking services.

We take your needs seriously. In every assignment, we take great care to ensure your needs are met and exceeded throughout the process of selling, at closing, and in transition.

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