



The process of buying a business from a 3rd party: Overview

Steps	Processes			Decision
Review & Evaluation <i>of future client</i>	Interview with investor/buyer & Explaining the process ⇒	Description business & personal interest in acquisition ⇒	Evaluation & Offering of representation ⇒	Agree on Search Engagement and representation by B.A. Boss
Preparation & Search strategy <i>of business</i>	Prepare Investment Dossier / plan of search and contacts ⇒	Organize data base search comparables & Prepare media plans, texts ⇒	Select media / List with companies (long list), search websites ⇒	Desk (re)search for the business on the market
Interviewing & Negotiating <i>with prospects</i>	Interviewing at offices / Initial interest? ⇒	NDA / Explain process of an acquisition to interested parties ⇒	Data base of interested parties & Introduction to investor/buyer ⇒	Enough interest generated? Seriously interested parties found?
Due Diligence & Revision <i>of acquisition</i>	Formalizing serious interest & Exclusive period / LOI ⇒	Financing possibilities / downpayment ⇒	Due Diligence ⇒	Accept Offer to Purchase?
Closing & Signing <i>of deal</i>	Redaction of contracts ⇒	Review all documents ⇒	Transfers / ⇒	Sign the deal!

