

THE TRANSACTION OF A LIFETIME

The American Dream

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OWN YOUR OWN BUSINESS

~And then.....



WHEN YOU DECIDE TO TRANSITION

- **Why?**
- **When?**
- **To Whom?**
- **How?**
- **Expectations**
 - **\$\$!**



Why? When? To Whom?

- **Trigger**
 - Life Event
 - Partnership Dissolution
 - Business Growth, Change, Capital Need
 - Plan All Along
- **When**
 - NOW
 - 2, 5, 10 Years
- **To Whom**
 - Outside Buyer – Entrepreneur, Investor, Liquidator
 - Inside Buyer – Partner, Employees
 - Family



How?

- **On Own**
 - Sign, Friends, Ads, . . .
 - Calls, Screening, Evaluating, . . .
 - Structuring the Deal
- **With Help**
 - Attorney, Accountant
 - 3rd Party Broker
 - Financial or Wealth Advisor



Expectations

- **Seller**

- Business Value (vs Market Price) and \$\$ Need
- Time to Get to Closing
- Continuity of Business

- **Buyer**

- Access to Information for Due Diligence
- Deal Structure
- Fair Price Based on Cash Flow & Other Factors



Buyers

- **Motivation**
- **Focus**
 - Sector of Economy
 - Size of Business – Sales, Employees, Market
 - Geography
- **Financial**
 - Capabilities
 - Terms



Role of a Broker

- **Bring 2 Willing Parties Together**
- **Represent Either Seller or Buyer**
- **For Seller:**
 - Counsel
 - Market
 - Screen & Evaluate, Negotiate
 - Bring Most Favorable Deal to Conclusion
- **For Buyer:**
 - Counsel
 - Screen & Evaluate, Negotiate
 - Bring Most Favorable Deal to Conclusion



QUESTIONS?



THANKS!!

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