

PREMIUM-LITE SERVICE

Done-For-You Business Buying

"The Expert Scout" — Think of us as your personal guide through the purchase. We cut through marketing fluff, uncover hidden risks, and negotiate fair prices.

75 Days Or Less to Close | 50+ Acquisitions (3 Yrs)

Why You Need a Buy-Side Advisor

In a Mergers and Acquisitions (M&A) transaction, the seller almost always has an advisor whose sole goal is to maximize the sale price and polish the company to look flawless.

As the buyer, you need an independent representative on your side. Our primary objective is to ensure you **pay a fair price, mitigate transaction risks**, and acquire a target that seamlessly aligns with your strategic goals without overpaying.

Our Mission

"Finding the perfect ship, inspecting it for rot, and haggling the absolute best price. We do the heavy lifting so there are no surprises."

The 75-Day Rapid Acquisition Process

While we can't control the pace of the seller or your financing firm, we control the pace of diligence through active project management.

Phase 1: Days 1-5 | Target Review & Initial Analysis

Once summary information is delivered, we secure the target's data and determine what the business is actually worth.

- **Initial Actions:** Client issues Expression of Interest and signs NDA.
- **Financial Modeling:** AQB gathers data, projects future cash flows, and performs synergy analysis (2-5 days).
- **Pricing Strategy:** Using DCF and comparable analysis to establish a maximum purchase price.

Phase 2: Days 6-10 | Deal Structuring & The LOI

If the valuation makes sense, we determine the offer price and formally initiate the transaction.

- **Drafting the LOI:** Outlining purchase price, deal structure, and timeline (1 day turnaround).
- **Determining Consideration:** Advising on all-cash, seller financing, and earn-outs while securing exclusivity.
- **Seller Response:** Strict management of the seller's review window (3 days max).

Phase 3: Weeks 2-6 | Active Due Diligence

AQB acts as your project manager, leading the intense investigative phase to uncover structural risks and fulfill lender requirements.

- **Managing the Process:** Coordinating operational/financial DD, banking requests, and insurance analysis.
- **Business Plan Drafting:** Preparing necessary materials for investors and financing partners.
- **Risk Identification & Renegotiation:** Using negative findings to adjust the price or add protective clauses.

Phase 4: Weeks 6-10 | Negotiation & Closing

In the final stages, we work alongside legal counsel and trusted partners to get the deal across the finish line.

- **Purchase Agreement Reviews:** Negotiating complex terms to ensure post-close protection.
- **Financing Assistance:** Finalizing requirements to secure debt or equity financing.
- **Closing Mechanics:** Finalizing the transaction smoothly so integration can begin immediately.

Strategic Advantages

Save Time & Bandwidth

Executing an acquisition takes hundreds of hours. We handle the heavy lifting so that you can continue focusing your attention on earning from your current job or business, or dedicating more time on additional deals to build your own private equity portfolio.

Mitigate Risk

The primary objective is protecting your capital. We are just as valuable for the bad deals we talk you out of as the good deals we get you into.

Transparent Pricing

Clear, straightforward fees so we can focus on building your empire, not billing hours. We structure your offer so it's a win for you, ensuring you don't overpay or buy a headache.

\$7,500 RETAINER
+ **\$7,500** Success Fee

Our fees are covered 100% by your lender.

Ready to start the process?

Proprietary process that gets you from start to finish in **75 days or less**.
50+ successful acquisitions over the last three years.

acquisitionqb.com