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## SELL-SIDE DUE DILIGENCE

The current anemic economic recovery has forced many enterprise owners to contemplate selling their businesses. Over the next decade, an estimated 7,000,000 businesses will participate in some form of transition, liquidation or sale. The BWLLC team of experts has a strong history of assisting sellers and buyers through this often emotional and complex “separation anxiety” process. We provide experience in identifying the “unknown” or less visible, yet often critical issues. A properly structured transaction requires timely planning and execution in order to maximize value to both the seller and prospective buyer.

Our process involves:

- . Establishing a realistic timetable to prepare a business for sale
- . Identifying and assembling a team of professional advisors (attorneys, accountants and brokers)
- . Performing due diligence
- . Identifying financial/operational strengths and weaknesses to enhance value/marketability
- . Developing a “Pre-Sale” action plan that embraces suggested recommendations
- . Providing assistance implementing action plan

BrookWeiner LLC has developed a “sell-side” due diligence process to provide the seller with an “edge”. Our operational and procedural assessment process helps the prospective buyer gain a better understanding of the financial health of the enterprise. Conceptually, our approach blends seasoned financial analysis experience with a well-defined merger/acquisition sell-side marketing plan. Our unique approach allows buyers and sellers to come together on transactions with greater up-front assurance.

Let our experts demonstrate how our approach can “sweeten your deal”.