



BENJAMIN F. EDWARDS®
INVESTMENTS *for* GENERATIONS®

INVESTMENT BANKING

What Do Benjamin F. Edwards Investment Bankers Do To Sell a Business?

We provide critical expertise and key services that generally increase the sale price for a business and allow the owner to focus on managing the business.

Selling a business is both an art and a science.

It is as much about personalities as it is about numbers. It is also a process that often takes many circular routes to completion. It involves time-consuming and tedious work, and requires high-level strategy and complex negotiations. It involves managing diverse expectations, and many ups and downs along the way. To successfully sell a business an investment banker must be strategic, experienced, focused and tenacious.

To successfully represent a company for sale, our investment bankers provide the following services:

VALUATION

Establish a realistic valuation expectation for the seller and review the typical terms that might be anticipated for the specific transaction.

MARKETING MATERIALS

Prepare marketing materials, which include a summary of the business and a confidential memorandum containing extensive information on all aspects of the business.

POTENTIAL BUYERS

Develop and construct an astute and broad selection of potential buyers. Contact, communicate, and negotiate with potential buyers (this is the “meat” of the deal and involves time-consuming and detailed activities).

TRANSACTION TERMS

Negotiate transaction terms with potential buyers to maximize value.

DUE DILIGENCE

Manage the due diligence process required by potential buyers.

AGREEMENT

Negotiate and manage the agreement, and coordinate with attorneys and accountants to close the transaction.

OBJECTIVITY, GUIDANCE, INDEPENDENCE AND PERSPECTIVE

Provide ongoing objectivity, independent guidance and perspective throughout the process.

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Benjamin F. Edwards' Investment Banking team specializes in selling middle-market companies.

Investment Banking Team

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Connect With Us



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