

## ***Selling your business with Mercantile***



There comes a time in the life of all businesses when owners and successful entrepreneurs consider selling. For some, the decision to sell and turn the risks and responsibilities over to someone else is the obvious path. Others may decide they wish to grow with a financial partner who really understands the business and its' opportunities, or perhaps consider a merger or divestiture of a product line or subsidiary as being an attractive option

Whatever path is chosen, for most business owners a business sale, merger, or recapitalization is unfamiliar territory. Mercantile Mergers & Acquisitions Corporation works with the middle market seller seeking a strategic or financial suitor. Our commitment to remaining independent from direct lending sources or investment capital affiliates ensures that we deliver unbiased guidance. It also helps to increase competition among potential buyers from around the world.

Selling a business is a complex process that requires thorough preparation, skillful negotiation, and intimate market knowledge. With Mercantile Mergers & Acquisitions Corporation, you'll work with professionals who provide expert valuation, analysis, and deal-making skills, as well as preferred access to competing national and international buyers. Serving as a trusted adviser throughout all phases of the selling process, we will guide you through every challenge, advocate on your behalf, and leverage our firms' wealth of experience and resources to see you through to a successful close.

**At Mercantile Mergers & Acquisitions Corporation we have refined the sale process to include the following steps:**

- Identify Prospective Buyers Worldwide
- Prepare Powerful Marketing Materials
- Develop a Personalized Marketing Program
- Market Intensively
- Generate Interest and Facility Visits
- Close the Transaction through a Competitive Process

Whether you are selling a company, a product line or a subsidiary, Mercantile Mergers & Acquisitions Corporation specializes in finding the best buyer.

