

OUR PROVEN PROCESS

BY **ACT CAPITAL ADVISORS**

actcapitaladvisors.com



FIND THE RIGHT BUYER

Perhaps the most essential component of our strategy is the identification of qualified, interested prospects with the managerial and financial ability to not only purchase but successfully manage your business. To this end we maintain an extensive database of vetted contacts known to be looking for businesses.



CONTROLLED AUCTION

A single buyer without competition has significant negotiating power. We prefer to leverage multiple buyers to skillfully structure deals that maximize your return. Tactfully navigating this process to avoid negotiation pitfalls requires the skill and experience of seasoned investment banker.



NEGOTIATIONS

From preliminary conversations to deal closure, we guide and support you through complex negotiations. In many cases buyers also employ skilled professionals. While the desired results and the final decisions are entirely up to you, leveraging our skills and experience allows you to maintain a far stronger negotiating position.

