

World Headquarters

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B K R
INTERNATIONAL

MERGERS & ACQUISITIONS

Investment Banking Services for Privately Held Businesses

Focusing on small and mid-sized companies, BKR International Mergers and Acquisitions Group (BKRMA) offers comprehensive, global investment banking services:

- ✂ Mergers & Acquisitions
- ✂ Strategic Partnering & Joint Ventures
- ✂ Corporate Finance
- ✂ Executive workshops on business sale and succession

Members

LLC Members of BKRMA are experienced professional service firms who provide access to markets throughout the world

United States:

Birmingham, AL; Boca Raton, FL;
Boston, MA; Charlotte, NC;
Chicago, IL; Columbus, OH; Dallas, TX;
Denver, CO; Flint, MI; Houston, TX;
Jacksonville, FL; Long Island, NY;
Los Angeles, CA; Louisville, KY;
Minneapolis, MN; Omaha, NE;
Philadelphia, PA; Phoenix, AZ;
Pittsburgh, PA; Portland, OR;
Randolph, NJ; Rochester, NY;
San Diego, CA; Seattle, WA;
Toms River, NJ; Washington, DC

Canada:

Montreal, Ottawa, Toronto, Vancouver

Europe:

Antwerp, Cyprus, Geneva, London,
Paris, Utrecht

Far East and Middle East:

Hong Kong, Sydney, Tel Aviv

South and Central America:

Buenos Aires, Mexico City

WILL BE THE MOST IMPORTANT FINANCIAL TRANSACTION OF YOUR LIFE

AVOID:

- leaving 25-60% of the value of your Company on the table
- disastrous mistakes that could ruin your life's work



ANNOUNCING A ONE-DAY WORKSHOP FOR BUSINESS OWNERS

How to Sell Your Business
for the Best Price and Terms

How to Sell Your Business for the Best Price and Terms

Yes, the sale of your business will probably be the most important financial transaction of your life. Yet, most business owners do not have the knowledge and experience in the technical aspects or the process of a business sale that would allow them to get full value for their business. This workshop provides you the information and perspective so that you can avoid the pitfalls that prevent you from getting the best price and terms for your business.

Attend This Comprehensive, One-Day Workshop and You Will Learn:

- ✎ What are your choices for the sale or succession of your business!
- ✎ How can you maximize the value if you sell!
- ✎ Who are the best buyers and how you find them!
- ✎ What is the critical step-by-step process that you must follow to get premium value!
- ✎ How you must negotiate so you keep the highest possible amount after taxes!



The Workshop

The Workshop provides the knowledge to allow you to control events and to manage the most successful outcome possible by:

- ✎ Positioning and Presenting your Company in a manner that clearly demonstrates its full strategic potential.
- ✎ Professionally Marketing your Company to premium buyers.
- ✎ Maintaining Confidentiality.
- ✎ Minimizing Disruption.
- ✎ Taking advantage of Market Conditions to maximize your value.
- ✎ Assuring a deal structure consistent with your true goals.
- ✎ Addressing unresolved organizational, ownership, operational, environmental and other issues.
- ✎ Being able to act on opportunities when the time arises even if they arise quickly, or being prepared if the unexpected happens, including illness and death.

A Workshop Developed by BKRM&A



Professional and Experienced Workshop Leader

The Workshop will be led by Morton L. Hodin who, with over 30 years of business experience in high tech, publishing, finance and real estate, has seen deal making from both sides of the table. He has sold three successful businesses of his own and for the last 10 years has represented dozens of business owners in the succession and sale of their companies. Mr. Hodin uses his multitude of specific experiences to help illustrate key points.

Innovative Trigger Videos

The workshops also utilize innovative situational videos to present, interactively, the many conflicting and emotional issues encountered in the sale of a business.

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BKRM&A successfully fill the gap between larger international investment banking companies who are not able to economically provide services to smaller and mid-sized businesses, and local intermediaries who can give clients only limited access to mergers and acquisitions (M&A) and capital markets. With regard to sale and succession, BKRM&A are experts in managing the emotional, time-consuming and technically complex process of a business sale.