Discover The Three Oaks Buyer Broker Program

Thank you for considering opportunities with Three Oaks Advisory Services! When working with Sellers, we conduct a comprehensive assessment and list their businesses for sale. During this process, we connect with 30+ potential buyers. However, not every business aligns with buyer experience, skills, financial goals, or expectations.

To bridge this gap, we created **The Three Oaks Buyer Broker Program**—a tailored solution designed to help Buyers find the *perfect business to acquire*. Our program ensures that Buyers:

- Identify businesses that align with their unique goals and financial criteria
- Secure well-priced, solid businesses ready for financing
- Confidently navigate the acquisition process with expert guidance

Take a moment to explore the Buyer Broker Program and discover how we streamline the journey to business ownership, helping Buyers acquire the *best possible business*.

Buyer Vision & Objective:

The purpose is to obtain a clear understanding of the Buyer's vision of acquiring a business and to develop a scope of work.

Scope of Work:

Identify key elements of expansion

- Industries of interest
- Geography
- Revenue Size
- Number of employees
- Client Mix
- Other

Market Campaign:

- Develop a tailored marketing campaign focused on specific client characteristics and criteria, while ensuring the Buyer's confidentiality throughout the process
- Our lead generation partnership uses an effective strategy to identify businesses matching the Buyer's vision and scope of work, while targeting those with a genuine interest in selling

Qualify Candidate:

Potential Sale Candidates interviewed to determine

- Motivation to sell
- Clarity of books and records
- Realistic Expectations of Market Value
- Willingness to participate in minimum assessment determining value and match to buyer's acquisition strategy

As Is Assessment:

- Provide a preliminary due diligence
  - Review seller's profit and loss statement, creating
    - Historical Cash Flow Analysis
    - Historical Financial Summary, last three years

- Recast the sellers Balance Sheet
  - Normalize accounts receivables and inventory
  - Review fixed assets, obtain a complete list, and research values
- Collect company data using our business information organizer
- Develop a Limited Scope Business Valuation based on industry, income, market, and a justification of Purchase Price
- Review in detail lease agreement and terms
- Bank Prequalification: Verify the Limited Scope Business Valuation meets the banker requirements and gather "most likely terms and conditions"

Buyer Review:

- Determine if we have discovered a potential acquisition
- To proceed, solidify Buyer interest by submitting LOI

Letter of Intent to Acquire

- Intermediary creates Letter of Intent to purchase for Buyer
  - Seller location visitation and Buyer – Seller meeting
- Due Diligence
  - Collect data, personnel issues, client concentration and mix, and other targeted criteria identified by Buyer

Develop Definitive Agreement

- Assist attorneys in preparing purchase agreements establishing conditions and contingencies
- Perform final adjustments on accounts receivables, accounts payables, inventory, and normal and recurring expenses

Close

- Collaborate with attorneys on closing matters
  - Review closing documents
  - Check for mathematical errors
  - Ensure that terms have been satisfied, conditions met, contingencies removed

During the search process, we will conduct a weekly status update call with Buyer covering marketing attempts, responses and ongoing activity.

With our experience and guidance, we will assist Buyers in locating and acquiring viable businesses. Our proven process has helped hundreds of Buyers acquire businesses and properties year after year. If you have an interest in engaging Three Oaks Advisory Services in this program, contact us at Julia@threeoaksbrokerage.com.

"Planting something BIG for your Future"