



THE MID-MARKET, MAXIMIZED

IN PARTNERSHIP WITH



— EXIT YOUR BUSINESS WITH EASE —

Exit Planning and Mergers & Acquisitions Advisory

YOUR TRUSTED PARTNER FOR
A SUCCESSFUL BUSINESS EXIT



Exiting your business is a big decision, with big challenges.

You may be asking yourself:

- What is the value of my business?
- How can I increase the value of my business?
- What is the right exit strategy for me?
- When should I exit my business?
- Will my business attract a buyer?
- What would a sale mean to my personal wealth?
- How do I mitigate the taxes?

Many businesses brought to market fail to sell, often because the business is not positioned to attract a buyer or pass due diligence. In addition, the owner(s) is often not financially or emotionally prepared to engage in the process.

A successful exit requires proper planning that answers the above questions and prepares the business and the owner(s) for a successful exit.

Using The Master Exit Planning® process, our partners at Legacy will conduct a thorough evaluation of the business and integrate the owner(s) financial planning to ensure their personal long-term goals can be met.

The resulting Master Exit Plan provides a business owner(s) with a blueprint to exit their business with clarity and confidence.

It also provides DAK's mergers and acquisitions team with the necessary data so we can execute the plan resulting in the maximum price and terms while minimizing the tax impact.

We Focus on You

A successful exit that meets an owner's business, financial, and personal goals requires a **two-step planning process**:

1. **Create a Master Exit Plan®** which is a blueprint that ensures the business and the owner are prepared to go to market, resulting in an optimal transaction with the highest price and best terms.
2. **Execute the Master Exit Plan®** by engaging in the mergers and acquisitions process properly with a team of experts.

Whether you're considering a possible exit in the future, you're ready to take action now, or you just have a few questions we're here to help you.

Contact Us At:
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Call Us At: **201.712.9555**

Visit Our Website:
dakgroup.com

The Master Exit Plan®

Client Centric, Process Driven

The DAK Group in partnership with Legacy Partners provides The Master Exit Plan®, a comprehensive, six-step process:

Business Valuation

Our expert valuation team performs a **quantitative and qualitative analyses** to determine the market value of your business specifically in the context of a liquidity event. We consider **current market conditions, key value drivers, and financial factors**. This valuation is the foundation of the Master Exit Plan®.

Optimization Strategy

Our strategic business review and valuation process may uncover potential transferability issues and valuation gaps that may limit an optimal exit. We analyze **eight key value drivers** and **provide an optimization plan** that includes actionable strategies and tactics to increase value, decrease risks, reduce taxes, and drive success in meeting your goals upon exit.

Personal Financial Plan

We collaborate with your **financial advisor** to ensure the net investable proceeds from the potential transfer or sale of your business is integrated into your financial plan. The **financial plan** will serve as a guide as you make critical decisions when exiting your business, including executing tax mitigation strategies, family wealth transfer planning and ensuring the fulfillment of your legacy intentions.

Exit Strategy

We provide guidance through the Master Exit Planning process to uncover which **exit option will fulfill your business, financial, and personal objectives**. Our experts create structure and advise on the execution of your exit strategy: third party sale, recapitalization, management buyout, family succession, or employee stock ownership plan.

Post-Ownership Plan

Creating a post-ownership plan is vital to ensure a timely and smooth transition to a **successful life post-exit**. We guide you through the process of creating a clearly defined strategy for your next chapter that encapsulates three critical areas: **intellectual, physical, and social needs**.

Tax and Estate Plan Review

Tax mitigation and wealth preservation for future generations are key components of an exit plan. We collaborate with your tax advisors to assure that your current estate plan is **tax-efficient** and all protections are in place so that you can meet your legacy goals.

M&A Advisory Services

The DAK Group provides the personalized attention of a boutique firm with the knowledge and experience of a global team of best in-class experts.

The DAK Team has led hundreds of clients to the completion of successful sell-side transactions across a broad spectrum of industries.

Identify Buyers

1

We analyze the buyers in our global network and identify the qualified strategic, financial, and private investors to include in your competitive process.

Create Marketing Collateral

2

We create compelling market documents to relay the value of your business. These include a Confidential Business Overview and a Confidential Information Memorandum.

Limited Auction

3

Our team engages with multiple buyers during the competitive bidding process to drive investors to submit their Indications of Interests (IOI).

Management Meetings

4

We prepare the owner for introductory buyer meetings to begin the process of evaluating all offers and cultural fit. These meetings also provide additional information to the buyer so they can refine their offer and prepare a Letter of Intent (LOI).

Analysis of Offers And Negotiation

5

Price, deal structure, and terms are rigorously negotiated before the client signs the LOI. Our team analyzes each offer and with the client's CPA, calculates the tax impact so that the client understands the net amount they will receive at closing.

Due Diligence

6

Our deal team, in partnership with the client's M&A attorney, will manage the due diligence process, which verifies all information presented to the buyer.

Negotiate and Closing

7

The team manages the closing process, including the negotiation of the Warranties, Representations, and Indemnifications (WRI) and all disclosures included in the Purchase Agreement (PA).



Our process-driven, client-centric approach empowers owners to progress through the M&A process and make key decisions with ease and confidence.