

DAILEY RESOURCES, INC.

9290 Huntington Square, North Richland Hills, Texas 76182
Phone: 817-663-0001 or 972-354-1000 Fax: 817-663-0006
www.daileyresources.com

Dailey Resources has a history of successfully representing buyers of privately held businesses. Types of Buyers (Strategic, Financial, and Job Finder) include Corporations, Private Equity Groups, and high net-worth individuals. Members of our Deal Team will work with you to identify, screen, and initiate conversations with potential acquisition or investment targets.

The business that best fits your acquisition criteria may not be on the market for sale. As such, you may be the only potential purchaser in discussions with that business owner. With no buyer competition, you are in a strong negotiation position. As your professional representative, we can approach the owners of non-listed business to determine their level of interest in selling, and present you and your capabilities as a potential buyer.

Our Buy Side Representation/Buyer Acquisition Services include, on an as-needed or desired basis, a customized implementation of the following structure and methods.

❖ **Develop The Acquisition Criteria**

- Identify your goals and objectives.
- Establish general and specific acquisition criteria to be used to screen potential target opportunities:
 - Revenues, employees, industries, geography, longevity . . .

❖ **Execute**

Step One: We will initiate and conduct a search campaign based upon your acquisition criteria. We will interview prospective targets to determine if they warrant further consideration. We look for alignment with your goals and objectives. As we probe and inquire of the target we will attempt to discern those who are sincere in their interest and those who will waste your valuable time and resources.

Step Two: On prospects of interest to you, we shall prepare and pursue follow-up activities, appropriate to the given target situation, that will lead to developing relevant information about the target. This may include independent analysis or further communications. An introductory meeting will then be scheduled with you and the target company.

❖ **Initiate and Navigate the Acquisition**

Upon cultivation of an attractive target business, we shall work with you and your advisors from evaluation through closing, on an as needed basis. We are prepared to assist you in essential steps to complete a contemplated acquisition.

Our activities to assist you may include:

- Define the acquisition criteria
- Maintain buyer and seller confidentiality
- Execution of the acquisition search
- Valuation of potential acquisition candidates
- Determine level of seller's motivation
- Preparing the initial analysis, Pricing Opinion of Candidate
- Tax and Structure analysis
- Submit Letter of Intent (LOI)
- Structure the deal; Support Negotiation of terms and conditions
- Due Diligence support
- Assist in development of Definitive Purchase Agreement
- Support the Closing of the transaction; Transfer ownership

To learn more about our Buy Side Representation, please call us (817-663-0001 or 972-354-1000) or send an email to mjdailey@daileyresources.com to schedule a confidential, no obligation consultation.

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