

EXTERNAL OWNERSHIP TRANSITION

PURCHASES - SALES - INTEGRATION



Dedicated to Improving Your Bottom Line
LEE JAMES & ASSOCIATES

SUMMARY

Buying or selling a business is one of the most crucial financial transactions of your life. As a business owner, you probably have, or will have, a good portion of your assets in your business or professional practice.

When the time comes to buy or sell a business, you need the best representation possible. In what can be a confusing and sometimes difficult process, it pays to leave as little as possible to chance. With the help of Lee James, a CBI professional, you can navigate unknown territory with ease. An optimal transaction can result by:

- Identifying better prospects
- Clarifying investment potential
- Helping you develop the right process and team of professionals to assure a successful transition of ownership.

PROFESSIONAL SERVICES

Services are personalized to meet the specific needs and are summarized below:

Purchases

- *Identifying firms fitting with your specific needs*
- *Strategy development*
- *Researching and assessing candidates*
- *Analyzing and recasting financials*
- *Managing the process*
- *Integrating into your firm*

Sales & Mergers

- *Develop professional offering documents*
- *Recasting financials*
- *Differentiating your business*
- *Due diligence preparation*
- *Managing to assure success*

BENEFITS

- *Confidentiality*
- *Proven process*
- *Market research and feedback*
- *Maximizing return of investment*
- *Independent valuation analysis*
- *Review and recasting of financial results*
- *Identifying differentiators in an objective manner*
- *Serving as independent professional representative*
- *Maximizing your ability to concentrate on managing your business.*

CONSULTANT

Lee James is a CPA, CMC and CBI who has worked with engineers, architects and contractors for the last 25+ years. Lee is constantly assisting companies in completing ownership transitions and meeting the needs of clients. This includes assisting with purchases, sales, mergers, divestitures and integration.

Lee is active in several professional societies including the International Business Brokers Association (IBBA) which provides professional designation of Certified Business Intermediary "CBI". This certifies completion of transactions, and continuing annual education assuring compliance with ever changing rules and approaches.

Previously, Lee was Vice President for a privately owned international engineering consulting firm and worked daily in managing the business aspects including purchases and divestitures. Lee also worked with Ernst & Young as a Senior Manager and as the Chief Financial Officer for a computer software engineering firm.

For more information, please visit our website, email or call us:

Lee James & Associates

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