

Timing & Commitment

Selling Your Business

InvestmentBank.com



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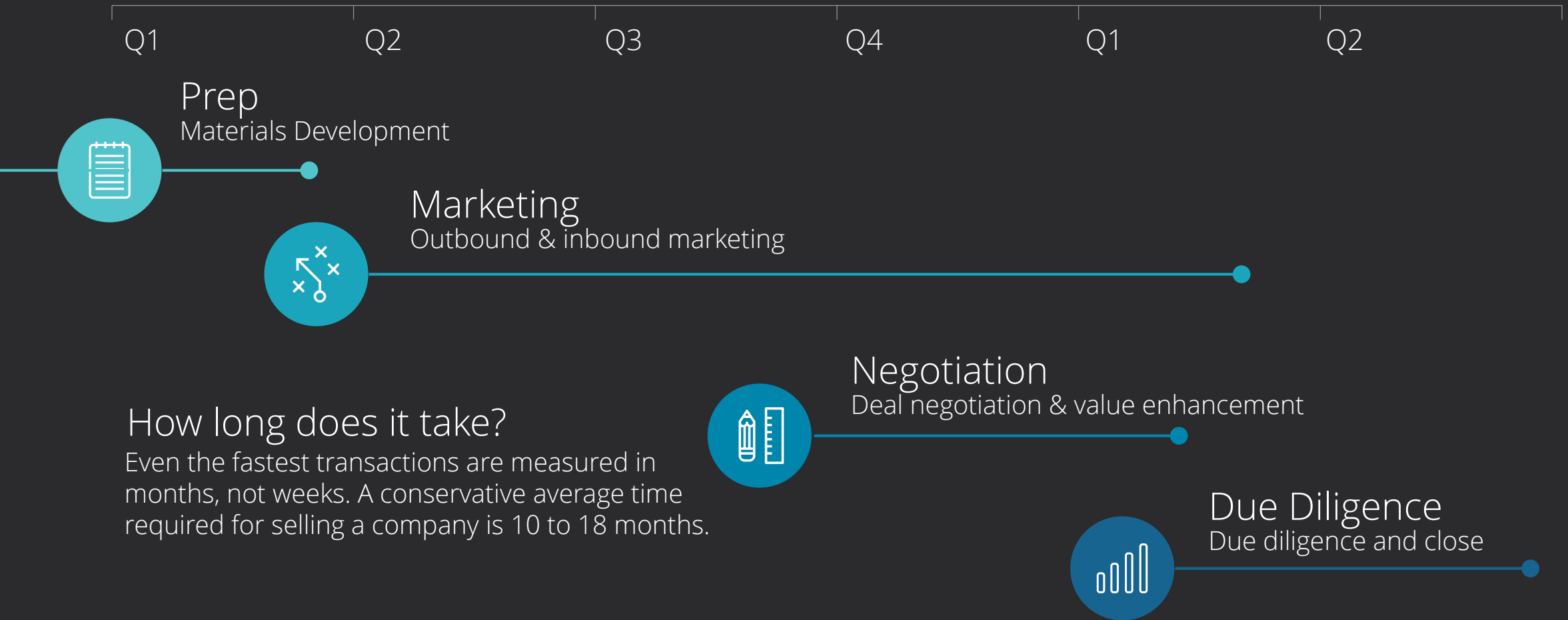
A brief transaction timing guide for sell-side mergers and acquisitions.

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How long does the process take?

Typical considerations for timing when selling a company

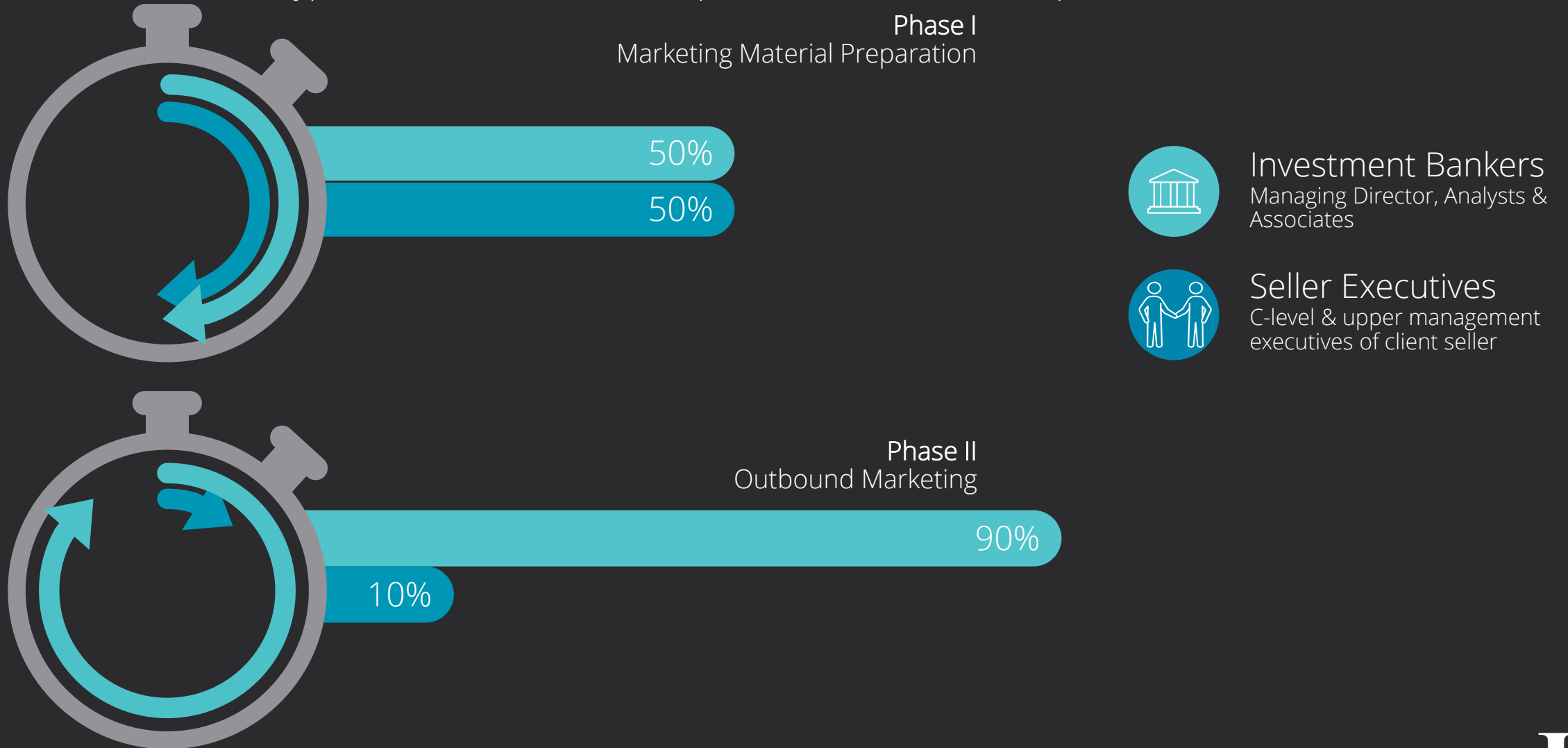


How long does it take?

Even the fastest transactions are measured in months, not weeks. A conservative average time required for selling a company is 10 to 18 months.

Time Commitment Requirements: Phase I & II

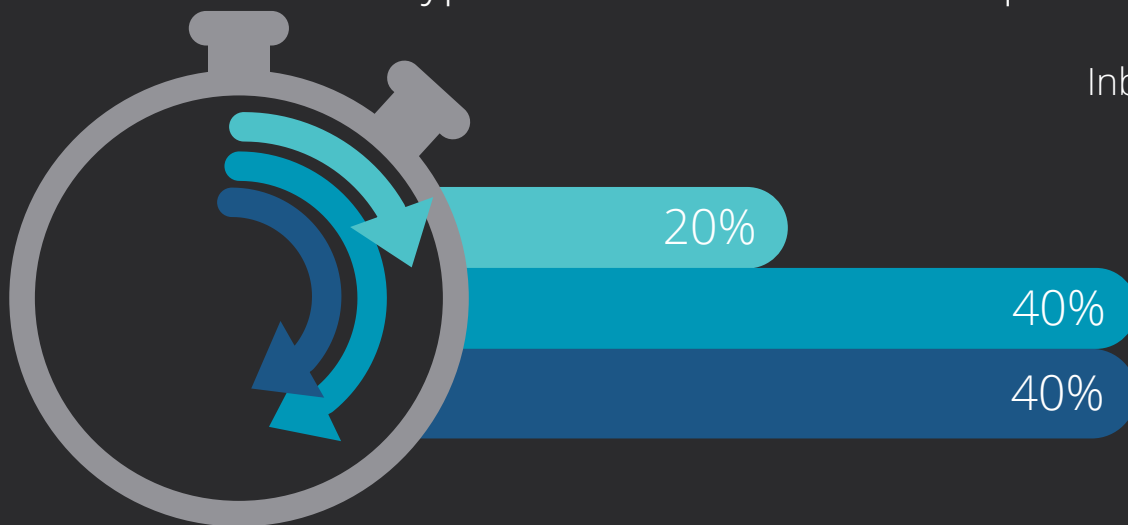
Typical time commitment requirements from various parties to a deal



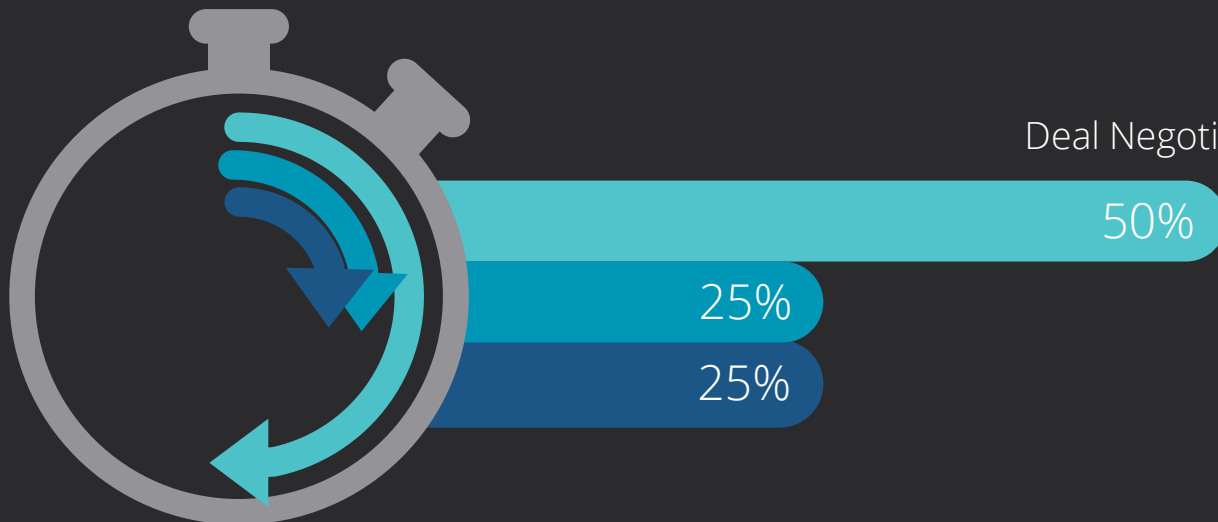
Time Commitment Requirements: Phase III & IV

Typical time commitment requirements from various parties to a deal

Phase III
Inbound Marketing



Phase IV
Deal Negotiation & LOI



Investment Bankers
Managing Director, Analysts & Associates



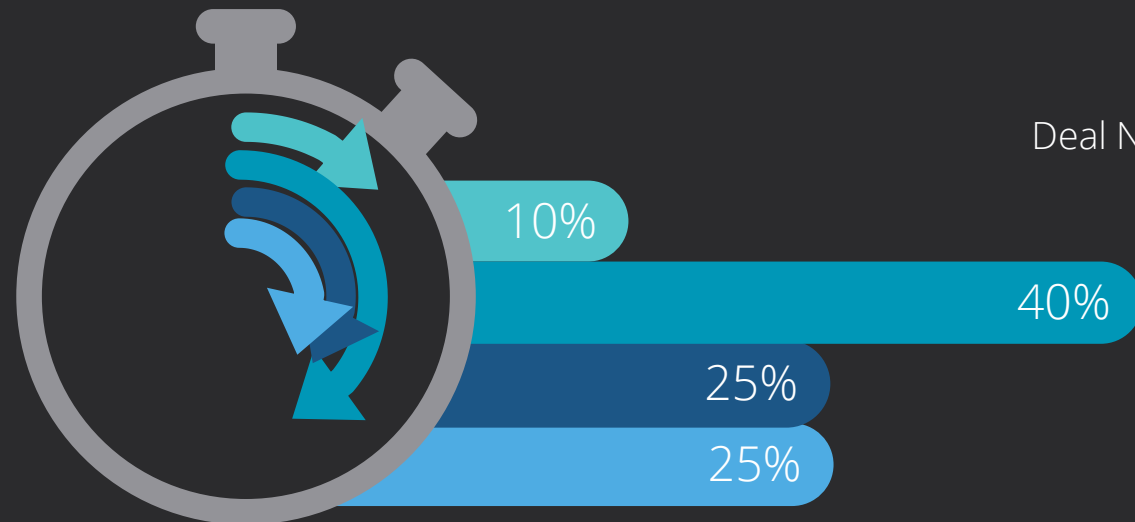
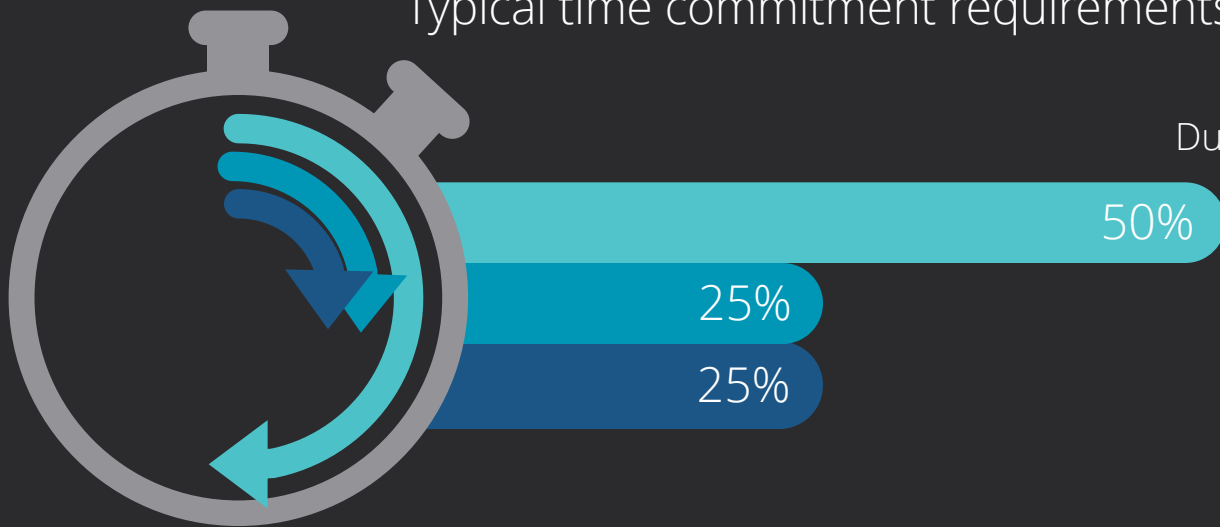
Seller Executives
C-level & upper management executives of client seller



Acquiring Executives
Executive managers of strategic & financial buyers

Time Commitment Requirements: Phase V & VI

Typical time commitment requirements from various parties to a deal



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Managing Director, Analysts & Associates



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C-level & upper management executives of client seller



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Executive managers of strategic & financial buyers



Corporate Counsel
Buyer and seller corporate counsel teams

Contact us

○ info@investmentbank.com



@mergerbank



888.992.9894



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