



STERLING POINT

Guiding Your Legacy Forward

OUR PROCESS

Sterling Point Advisors combines the rigor of an investment banking M&A process with the personal touch of a small, local firm. A true auction-style process creates competition and ensures we identify the best partner to guide your legacy forward.

Typical Timeline

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|---------------------------|--|-------------------|
| DECISION TO SELL | <ul style="list-style-type: none">• Introductions, overview of M&A process• Gather data, review financials• Prepare market analysis & preliminary valuation• Complete engagement agreement | 30 DAYS |
| PREPARING FOR SALE | <ul style="list-style-type: none">• Complete comprehensive business review• Recast / prepare financials for investors• Prepare Confidential Information Memorandum (CIM)• Prepare target list of strategic and financial buyers• Launch sale process with buyer outreach | 30-60 DAYS |
| DUE DILIGENCE | <ul style="list-style-type: none">• Facilitate investor questions and interest• Interested parties submit preliminary indications of interest• Select top bidders to move forward with deeper due diligence, including access to virtual data room, management, and site visit• Parties submit LOIs with final valuation and key terms | 60-90 DAYS |
| CLOSING | <ul style="list-style-type: none">• Select 1-2 bidders for final due diligence• Negotiate purchase agreement• Secure acceptable financing proposal• Transaction closes with signing of purchase agreement and receipt of funds | 30-60 DAYS |
| TRANSITION | <ul style="list-style-type: none">• Introduce new ownership• Provide transition assistance according to agreed employment terms• Settle any post-transaction adjustments including working capital adjustments or earn-outs | 30-60 DAYS |

Total Timeline: 6-10 Months