

# Business Purchase Process

1

## IDENTIFY MY TARGET MARKET / BUSINESS

- How can I maximize shareholder value/return?
- What alternative uses of capital should we consider?
- What levels of risk are acceptable?
- Do you have the right balance of products, markets, and geography to fit your strategy?



2

## CONDUCT THE DUE DILIGENCE PROCESS

- What are the key value drivers of the business?
- What are the benefits and risks of the acquisition?
- Does the business stack up with the relevant benchmarking, earnings sustainability and cost structure?



3

## GET THE DEAL DONE AT THE RIGHT PRICE

- Can I refine and validate my view of value?
- Can I secure competitive financing?
- How can I make our proposal attractive to the seller?
- What is my negotiation strategy?



4

## PLAN FOR DAY 1

- What do I need for a successful day 1?
- How can I continue to create, enhance, and preserve value?



Should you have any questions or require any assistance, contact our  
Walsh Business Purchase Specialists Division today.

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