

Managing Due Diligence

“The Only Surprises Allowed Are The Ones We Plan”

Buyer Due Diligence

At this point in the process, the buyer has usually retained an accountant to help them evaluate the business. If the seller provided the information we requested when we began to market the business, we will have most of the information we need to start the due diligence process. During due diligence, our objective is to prove those earnings to the buyer and his advisors.

Seller Due Diligence

Seller due diligence activity will vary depending on the structure and terms of the deal. The seller should request a full financial statement and credit report on the buyer. Other due diligence information may be required depending on the terms of the financing, lease assumptions (if any), non-compete agreements, etc.

★ALLIANT ADVISORS advises all sellers to prepare for due diligence as soon as you retain us to market your business. Our objective is to eliminate the possibility of surprises during due diligence.