

*The sole focus of
Strategic M&A Advisors
is to shepherd
mid-size business owners
on a new leg
of their business journey.
We sell businesses,
negotiate mergers,
or find equity partners
for your continued success.*



We see the future in your business.

STRATEGIC
M&A
ADVISORS

601 714 2777 Mississippi | 501 588 8855 Arkansas
www.strategicMAadvisors.com
Jackson, MS | Little Rock, AR

STRATEGIC
M&A
ADVISORS

Business Merger, Acquisition & Sale



Mergers & Acquisitions are words that might seem intimidating to some business owners. But from family businesses to entrepreneurial start-ups, those words can be life-changing. That's where SMAA comes in.

In plain terms, we sell businesses. We take a careful look at your business—whatever it may be. Then we work with you to decide whether a sale, a merger, or some other strategy is best for you.

For over two decades, SMAA has been helping clients uncover the potential value of their businesses. That means we study each business and make custom recommendations based upon our proven method. We're lawyers, accountants, corporate risk managers, and business advisors, and can map out exciting options you may not have known you had.

Our experienced team is there with you every step of the way. It's what we do.

OUR SERVICES

*We sell businesses.
We locate capital for growth.
We find partners interested in merging.*

In short, we help business owners leverage their past success to help them build a better future.



HOW IT WORKS

Selling a business or changing its structure is a major life decision. We know this. That's why we establish a relationship with each of our clients, firmly rooted in mutual trust.

Our team works confidentially to develop a strategic plan to enhance business value and make it as attractive as possible to potential buyers. Why? Because we want you to make the most of the hard work you've already put into your company.

We are professionals who are passionate about working with you to uncover new business opportunities. Our confidential, hands-on approach is suited for all kinds of businesses.

GREG MALONEY, aai
Managing Director
gmaloney@strategicmaadvisors.com

RYAN HOLDER, cpa
Managing Director
rholder@strategicmaadvisors.com

KAT COOK, cbb
Principal
kcook@strategicmaadvisors.com

GARY JONES, m&ami, cm&ap, cbi
Principal
gjones@strategicmaadvisors.com

MIKE BOSCHETTI, cpa, cm&ap, CExP, cbi
Principal
mboschetti@strategicmaadvisors.com

OUR STEPS

- Consultation and Evaluation
- Market Value Study
- Engagement
- Marketing
- Negotiation & Sale

Consultation and Evaluation

We begin with a confidential no-cost conversation during which we learn about your business and share information with you about the unique process of selling a mid-size business for top value.

Market Value Study

After we have developed a trusting relationship, we conduct a study to determine the current market value of your business. For a small fee, we gather the information necessary to determine what your business is worth.

Engagement

If we all agree on our mutual goals and expectation, SMAA invites you, the business owner, to enter into full engagement with us. During this phase, we charge a one-time, minimal fee that cements our relationship. This also allows us to do the research required to produce a descriptive report that we can share with interested buyers.

Marketing

We create a blind profile of your business in order to maintain confidentiality and then we share it worldwide. Our established network allows us to get your information in front of thousands of interested buyers.

Negotiation & Sale

Our process normally results in multiple interested and qualified potential buyers. There are often several buyers who begin to rally for a single business. This gives us the power to negotiate the very best deal for you.

FROM A CLIENT

"SMAA exceeded our expectations in every way. They really focused on finding the right buyer who offered the right price. I couldn't have been more pleased with the outcome."

– JASON EDWARDS –
PRESIDENT, ENE CONSULTANTS, LLC

FROM A BUYER

"SMAA does an exceptional job representing their clients. They care deeply about working together with the buyer and seller to successfully close transactions that are good for everyone involved."

– STEVE HARVEY, MBA –
MANAGING DIRECTOR, DAKOTA CAPITAL, LLC

FROM A PARTNER

"I've had the opportunity to work with SMAA and its principals on multiple occasions and they are consummate professionals. They are thorough in not only guiding their clients through the sale process, but also in preparing them in advance for the rigors of the process.

It is always a pleasure to work with them on a project."

– JIM NEELD –
PRESIDENT, YOUNG WELLS WILLIAMS P.A.



TYPES OF BUSINESSES SERVED

SMAA works with all types of mid-size, private and family-owned businesses. Whether you work with people or products, we're interested in helping you craft a plan for your future. Examples include:

- Manufacturing
- Wholesale
- Distribution
- Trucking
- Professional Service
- Nursing homes
- Storage
- Medical equipment
- Oil & Gas
- Chemical
- Insurance
- Pharmaceutical
- Medical
- Construction

HOW DO I GET STARTED?

Getting started is easy. Simply let us know you're interested in talking and we'll schedule a confidential, no-obligation meeting in which we learn more about your business and your goals.

Our specialized team actively and discreetly assesses the strengths of your business and then maps out a strategy for change.

With your trusted permission, we market your business to our network of literally thousands of interested parties worldwide—all while maintaining utmost confidentiality. We find the most appropriate strategic buyer or equity partner for you and your business.

Call 601-714-2777 or 501-588-8855 to get started.

www.strategicMAadvisors.com

We see the future in your business!