

The Buying Process:

- Meet with CAA and discuss your goals and needs
- Focus your search
- Review businesses for sale
- Meet with the seller, discuss the business and industry
- Sign the non-disclosure agreement
- Review preliminary financial and strategic information on the business
- Begin preliminary negotiations with the seller and determine seller's expectations
- Prepare and deliver a non-binding letter of intent
- Perform due diligence
- Arrange for an independent valuation if not provided by seller
- Present offer
- Prepare non-compete agreements, consulting agreements, employment agreements, lease assignments
- Remove all contingencies
- Sign all documents and close the deal