



M & A - Are Your Ready to Sell?

Maximize Your Agency's Value Before Selling

Corcoran Consulting Group gets you ready for the sale of your organization. Let our experience be your guide to taking the steps necessary to move from the decision to sell to being prepared for the sales process. We'll help you to put your best foot forward and maximize this opportunity.

What's Included:

1. Financial assessment
2. Business valuation.
3. Compliance review to address potential liabilities.
4. Organizational structure evaluation:
 - Org charts, job responsibilities, and owner involvement.
 - Pre-diligence review:
 - Profitability and margin analysis (3-year historical).
 - Access to diligence materials.
5. Guidance in assembling a sell-side support team (attorneys, accountants, advisors).

Pricing: \$3,000 - \$3,500

Additional Services (Quoted Separately):

- VA Program contract applications.
- Branding support, including website creation (starting at \$500).
- Logo design, brochures, and business cards by our graphic design partner.
- Ongoing coaching and consulting for continued support.



M & A - Exit Planning

Plan Your Transition with Confidence

Corcoran Consulting Group gets you ready for a seamless transition from ownership to your next phase, on your terms. Let our experience be your guide to successfully navigating the considerations and steps to forming a successful exit plan. We'll help you to proceed with confidence and support.

What's included:

1. Financial Review and Assessment
2. Comparison to Local Industry Metrics and KPIs
3. Organizational Structure Assessment
4. SWOT Analysis
5. Assessment of Industry and Regionally Specific Challenges
6. Business Valuation
7. Assessment of Personal and Financial Goals and Timeline
8. Review Market Trends and Conditions
9. Identification of an Exit Advisory Team
10. Legacy Planning
11. Development and Presentation of an Exit Plan

Pricing: \$7,000 - \$7,500

Additional Services (Quoted Separately):

- Sell-side Advisory Support & Representation
- Accounting Clean up
- Ongoing Coaching & Consulting



M & A - Sell-side Advisory & Representation

Navigate the Sale Process with Expert Support

Corcoran Consulting Group gets you ready for a successful sale of your agency. Let our experience be your guide to understanding the current Mergers & Acquisitions landscape and being your partner throughout the process – from initial goal-setting to closing. We'll help you to have a successful and supportive experience!

What's Included:

1. Discovery Conversation—Discuss goals for selling & create a strategy to achieve them
2. Valuation - Review financial information & determine agency's value
3. Marketing - Present your business to our curated buyer's network.
4. Due Diligence - Work as a liaison ensuring a smooth, efficient and timely exchange of information.
5. Offers & Negotiations - Guidance through all aspects of choosing the offer that is best for you and your agency as well as negotiating the best price and terms.
6. Closing - Facilitate closing timeline and ensure all obligations are met to complete the transaction.

Pricing:

Our fee is a percentage of the actual sale price at closing and varies based on the value of the business.

Additional Services (Quoted Separately):

- Exit Planning
- Operations Assessment
- Accounting Clean up



M & A - Buy-side Assistance

Acquire the Right Agency with Confidence!

Expand your footprint and scale your business through acquisition. Corcoran Consulting Group gets you ready to successfully expand your agency through acquisition. Let our M&A experience support you in the research and purchasing process. We'll help you to get the information you need to make an informed decision, negotiate a fair price, and make a smooth transition.

What's Included:

1. Strategic Target Identification - CCG's curated buyer network, databases, etc.
2. Curated Deal Selection: Presentation of multiple acquisition targets.
3. Collection of Target Statistics for Evaluation: All relevant company information needed for analysis.
4. Facilitation of Discovery Meetings: Coordination of meetings.
5. Comprehensive Market Research & Fit Analysis: Evaluation of the competitive landscape, regulatory considerations, and synergy potential.
6. Valuation & Viability Assessment: Guidance assessing fair market value and long-term viability of the target business.
7. Introductions to Trusted Transaction Professionals
8. Letter of Intent (LOI) Guidance & Negotiation
9. Coordination of LOI Execution: Assistance in executing the Letter of Intent.

Pricing:

Our fee is \$250/hour, with the full process ranging between \$10,000 and \$25,000, depending on the duration and complexity of the transaction. A \$5,000/month retainer will be required to initiate services.

Alternative Pricing Models Available:

Outcome-Based Pricing: Flexible pricing tied to transaction success may be available depending on the situation.

Subscription-Based Advisory: Fixed-rate monthly consulting for ongoing M&A support.