

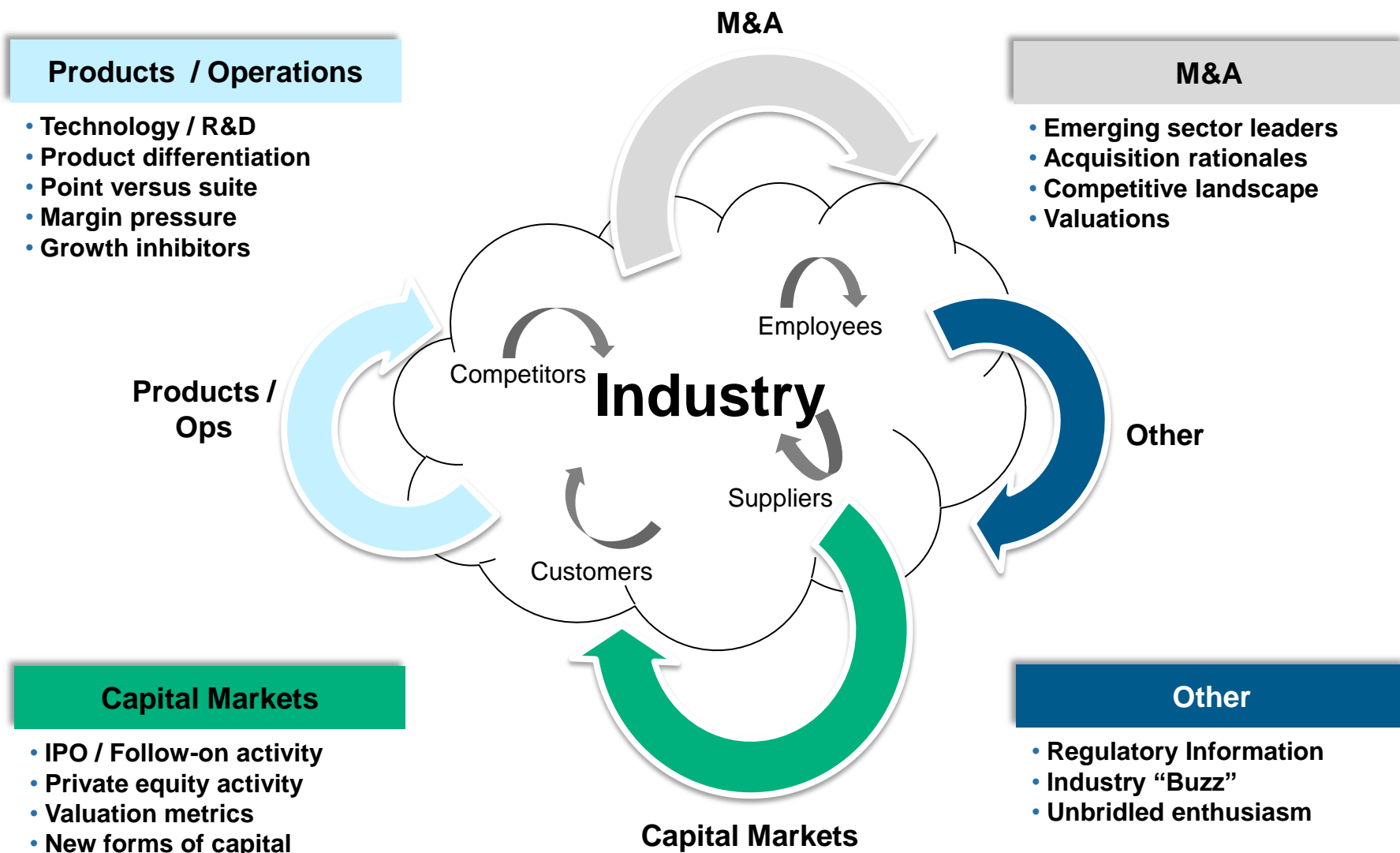
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7 Questions
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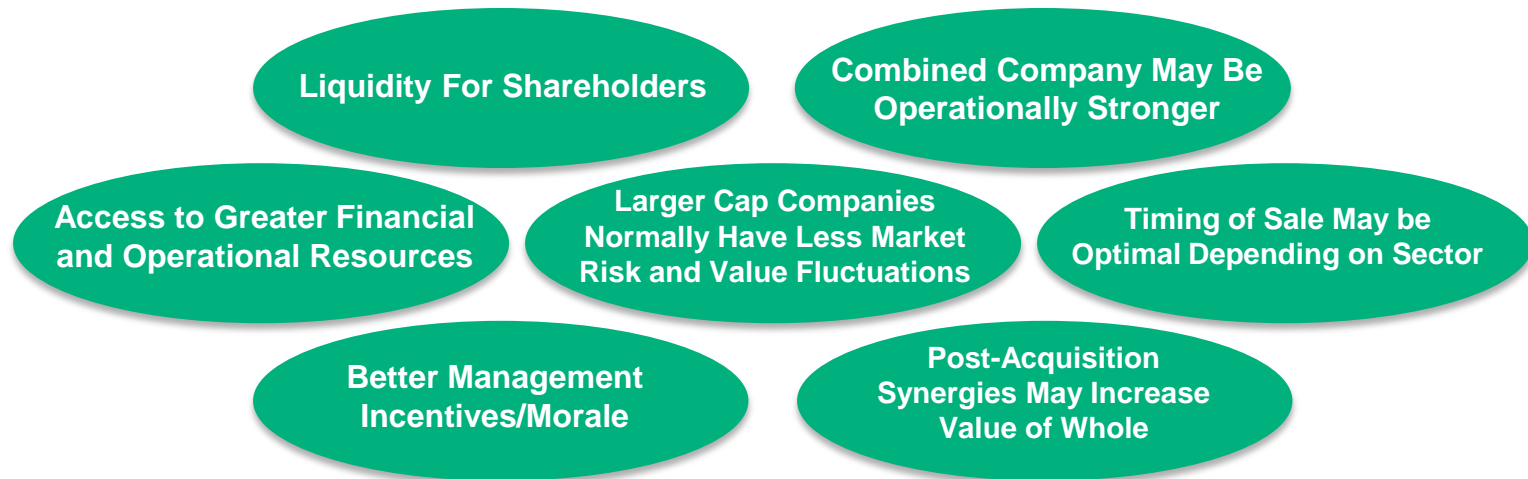
1. What Trends are Shaping My Industry



2: What is MY best strategic alternative?

The state of the markets and shareholders/management objectives are key factors

Assuming a sale makes the most sense, there are potential benefits:

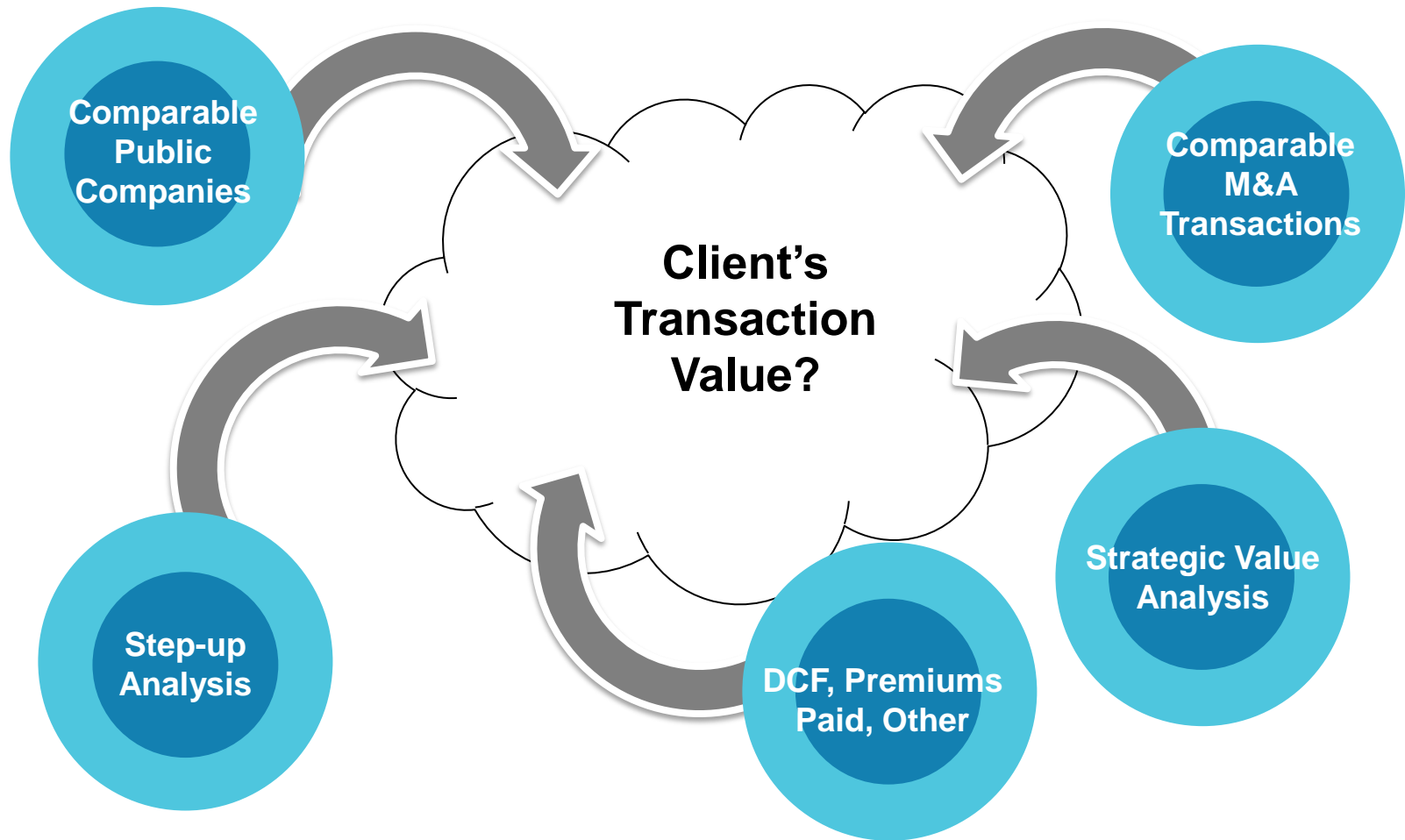


However, not without risks...



3. What am I Worth?

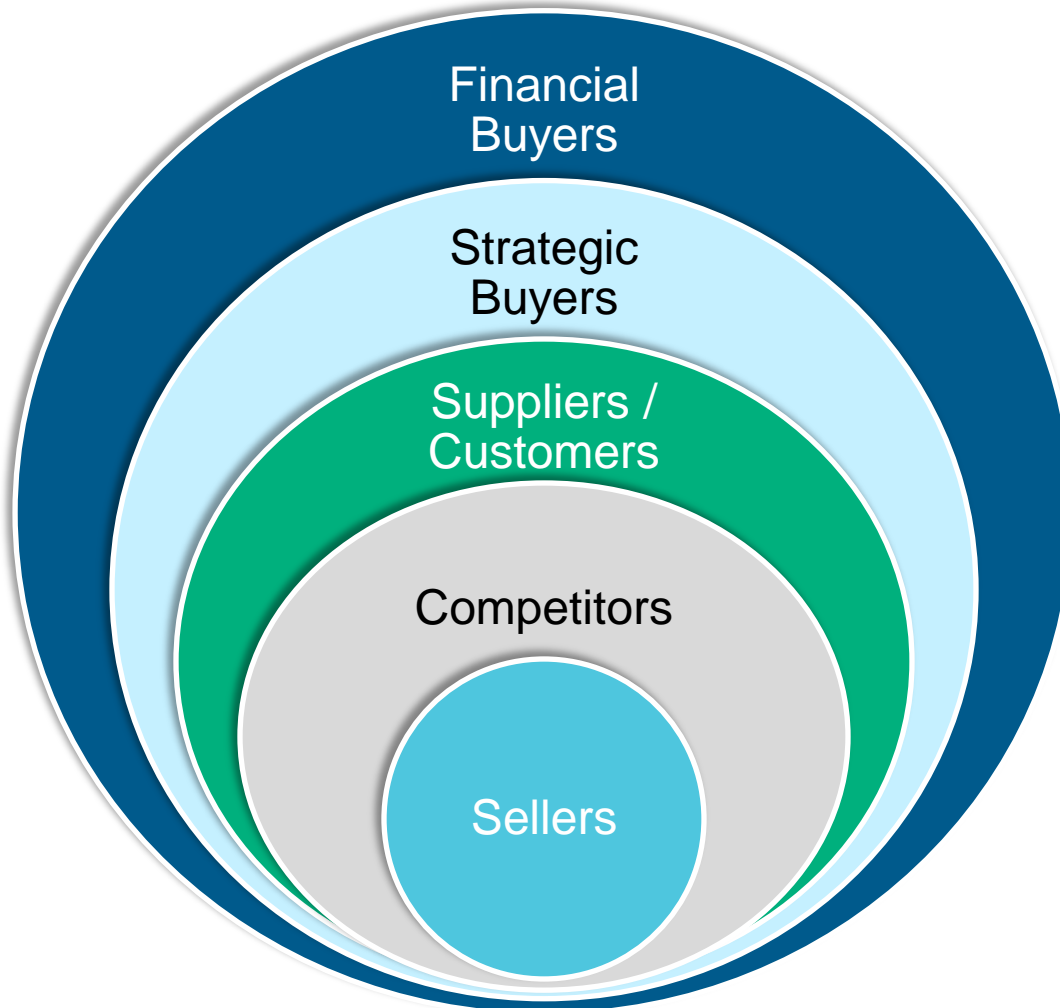
Valuation Methodologies may Provide a Range of Value, But...



Ultimately, the Market Determines Your Worth.

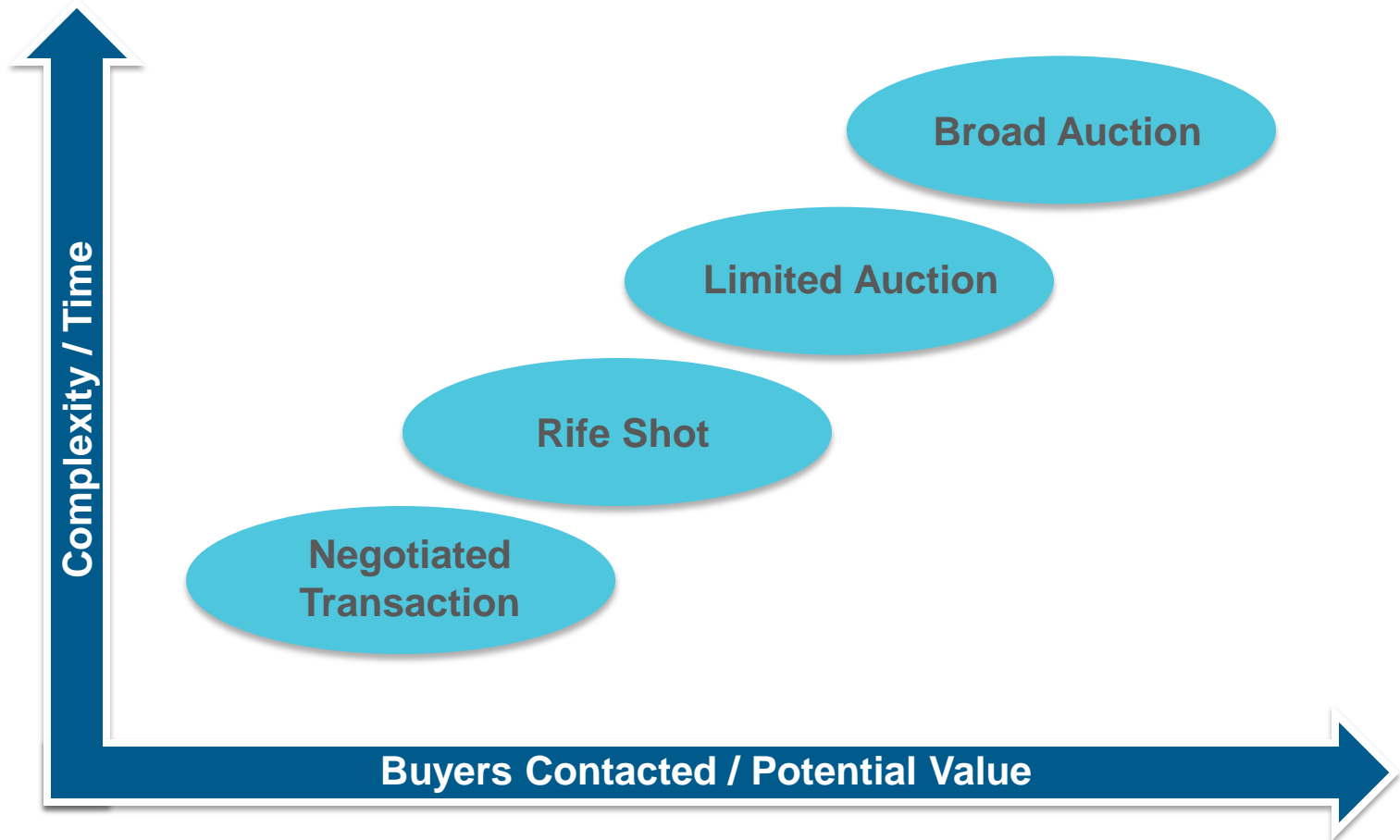
4. Who are the Most Likely Buyers?

Those most familiar with the seller will tend to be most interested, although it usually pays to go to a broad universe.



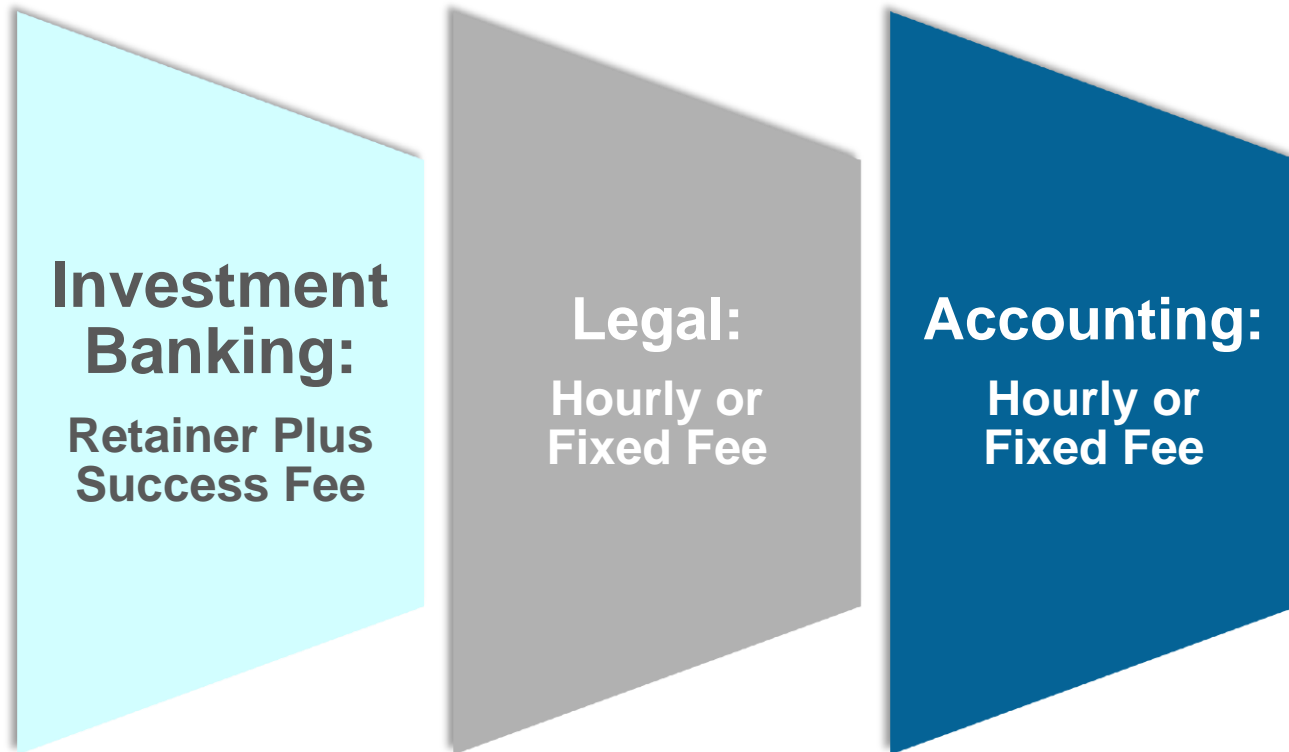
5. What is the Process?

It depends on the number of parties contacted and interest levels



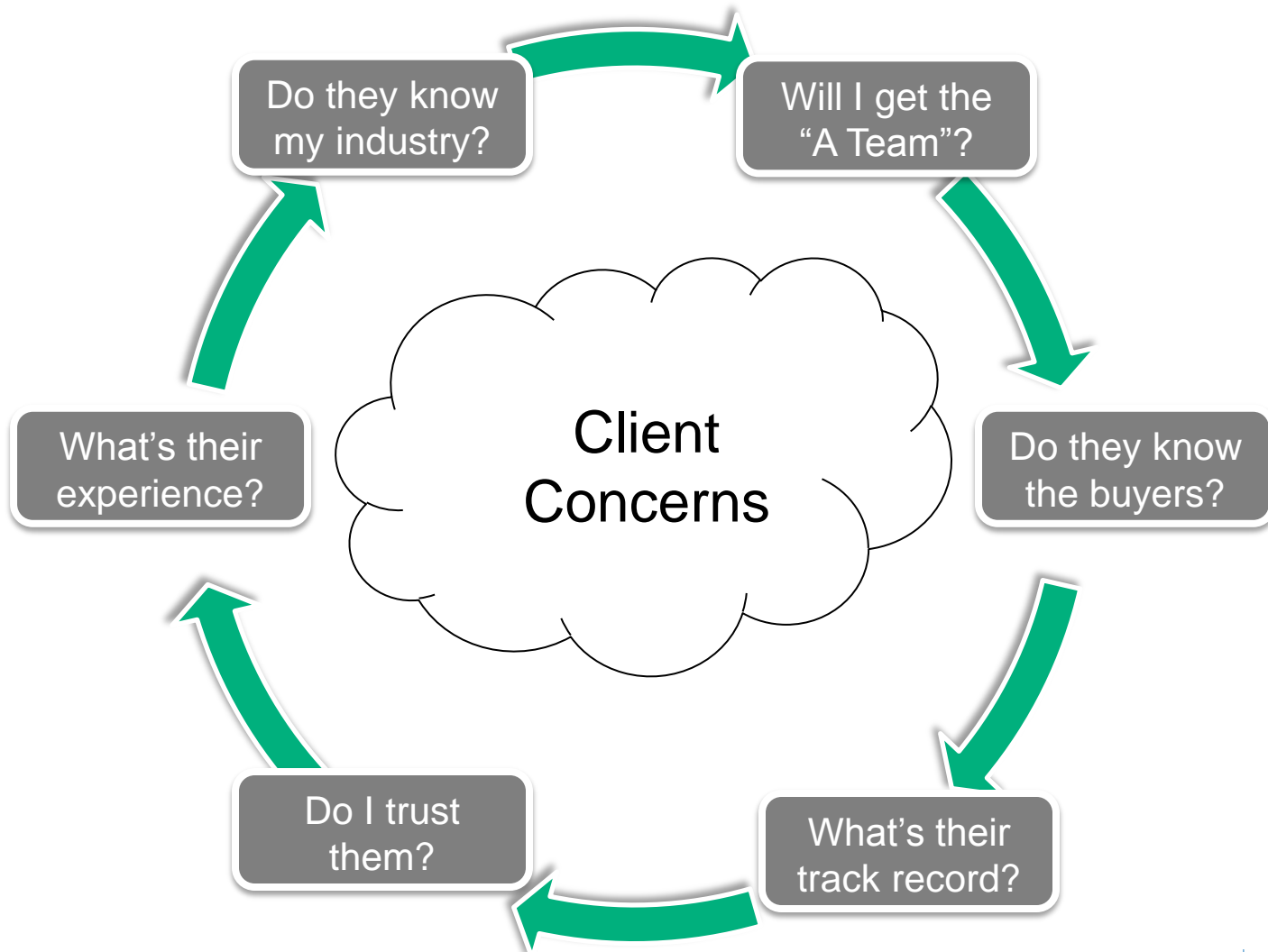
6. What Will it Cost?

In many cases, buyers (directly or indirectly) pay sellers' costs



7. Why Should I Hire You?

There are several important factors the client should consider in choosing an investment banking firm



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About Covington

Covington Associates is a premier boutique investment banking firm with offices in Boston, Chicago, and New York. Founded in 1991, the vision for Covington Associates has been to provide our clients with the highest caliber of senior-level attention and to remain an advice driven and results focused organization. Covington offers advisory services in the areas of mergers and acquisitions (“M & A”), capital raising, strategic advisory, fairness opinions, valuations and follow-ons to middle-market companies across the Healthcare, Business Services, Consumer & Industrial, and Technology verticals. Covington Associates has completed more than 200 transactions globally for both private and publicly traded companies with compiled transaction value in excess of \$15 billion.

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