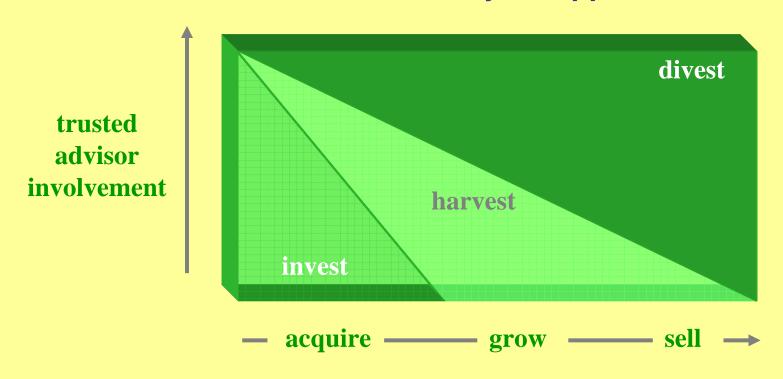


Sell, Buy, Value and Fund Companies

Learn more at: northeastcapitalalliance.com

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Business Lifecycle Approach



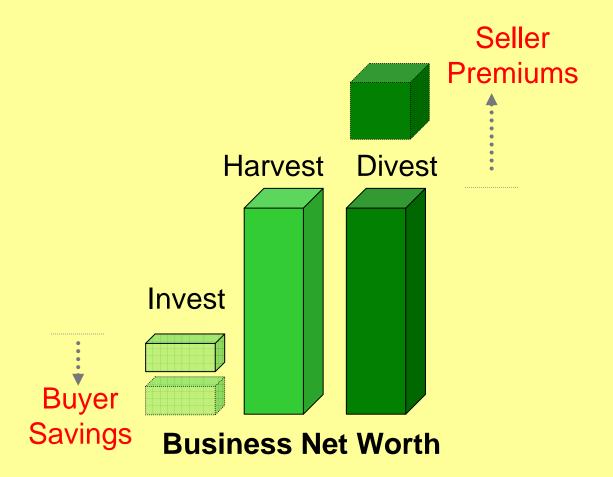
Telephone: 508-881-2887 Lsmith@northeastcapitalalliance.com

Different Buyers Pay
Different Prices



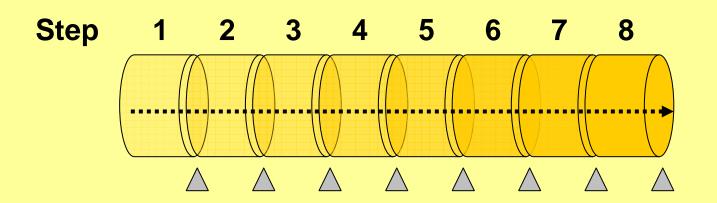
Common Buyer Market

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Systematic, Client-Centered Approach



··· Disciplined Tool Set △ Valued-based Outcomes

Research, analysis and clear positioning drive Value

Some Keys to Success

- 1. Have Realistic Expectations (Not Based on Rules of Thumb)
- 2. Get To The Details (ROI, Payback, Etc.)
- 3. Don't Go It Alone
- 4. Use a Systematic Approach Not Haphazard, Shot Gun Marketing
- 5. Know Your Exit Positionsm
- 6. Plan Early If Time Is Available (3 to 5 Years Prior to An Eventual Sale)

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