

A transaction as complex as a merger and acquisition is fraught with potential problems and pitfalls. Successful mergers and acquisitions are neither an art or a science but a *process*. Your professional team needs to focus on your personal desires as much as the transaction itself.

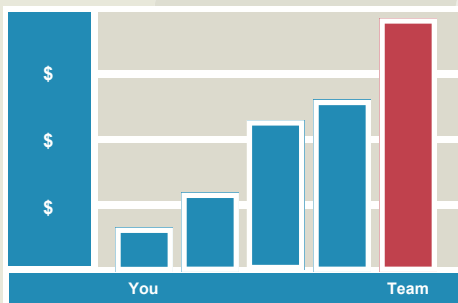
- *Member, Chartered Financial Analyst Institute*
- *Member, CFA Society of Portland*
- *Co-founder & Board Member, Oregon Business Brokers Association*

Determine your goals and develop a plan

What you really want is *M.O.R.E.*SM

**Management
Opportunities
Resources
Employees**

TEAM APPROACH BRINGS ADDED VALUE



Mergers & Acquisitions
Since 1994

NWFG

Northwest Funds Group, Inc.
Mergers & Acquisitions

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Mergers & Acquisitions

What you really want is *M.O.R.E.*SM

Achieving Premium Values for Sellers

Since 1994

Offices in Oregon and Washington

Your Merger & Acquisition Team

- You
- Multi-Generational Financial Planner
- Asset Allocation/ Wealth Management Advisor
- Wealth Replacement Professional
- Tax Specialist
- Business Attorney
- ERISA Attorney
- Trust Attorney
- CPA
- Merger & Acquisition Attorney
- Merger & Acquisition Specialists



Industry Experience

- Agriculture
- Construction
- Manufacturing
- Communications
- Wholesale
- Insurance
- Business Services
- Health Care
- Technology

Comprehensive Merger & Acquisition Services

Since 1983, the principals at Northwest Funds Group, Inc. have been successfully engaged in merger and acquisitions activities.

During the first 12 years in the industry, they were employed by buyers, and drove down company valuations of firms such as yours.

Then in 1994, NWFG was founded, the principals switched sides, developed the *M.O.R.E.*SM program and began representing sellers like yourself.



WHY PRICE MAY NOT BE MOST IMPORTANT

At first this may sound counter-intuitive. A buyer however, never acquires price. A corporation acquires assets. Those assets come in the form of a *Management* team; the *Opportunities*;

available, via new products, markets, and distribution systems; the *Resources* available, in the form of equipment and/or capital; and the *Employees* and their

talents of the company it acquires. These four components are the foundation of negotiating *M.O.R.E.*SM for you.

PERSONAL NEGOTIATIONS

During negotiations every minute you take away from your business has a real cost to it. This distraction multiplies with the number of buyers typically brought to the negotiating table, each with their varying demands, interests, focus, and timelines. As a result your business may begin to suffer, ultimately driving the final price and terms down.

A professional merger and acquisition team mitigates

distractions and will guide you through each step of a successful transaction.

PROACTIVE TEAM

Selling your business is not a simple process. It is time consuming and labor intensive. Creating a package, marketing plan, and maintaining active dialog with multiple buyers is only one component.

There are often deep personal issues which are more important than dollars, goods, and services.

A proactive, informed approach is your strongest asset. This would include meeting professionals who want to hear what *you* want to accomplish.

Your team must have the knowledge, and experience, to show you which after-tax and estate structures can assist you in reaching your goals in an easy to understand format.

DIVERSIFY FUNDS

Usually your business represents 95-98% of your net worth. A prudent investor commonly seeks to diversify their holdings. The sale of your business asset may be only one part of the process.

SECURING YOUR FUTURE

Find out if you could benefit with a free confidential meeting with our skilled professionals from the industry, who have knowledge from both sides of the transaction, and have years of experience to represent you and work with your professional team.

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