



*Feltons*  
CHARTERED ACCOUNTANTS  
& BUSINESS ADVISERS

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## **Management Buyouts**

Many managers aspire to owning their own business and some see an opportunity in buying the one that they run. It can be a “once in a lifetime” opportunity and if you are one of those people considering embarking on a buyout then we can guide you through the process.

We have helped in many buyout situations and our role, as your adviser, as well as advising on the technical and structuring matters referred to below, is to support the buyout team through often difficult and unfamiliar territory. We will give clear advice in your best interests at all times and will work closely with you to achieve your ultimate goal of owning the company.

**We can advise and assist you in your buyout opportunity in the following areas:**

- **Advising on feasibility**
- **Preliminary negotiations with the vendor**
- **Valuation of the target company**
- **Preparation of detailed business plans and financial projections**
- **Formulate a deal structure**
- **Advising on appropriate funding package and introduction to sources of finance**
- **Negotiations with banks and other providers of finance**
- **Offer letter to vendor and detailed purchase negotiations**
- **Liaising with lawyers in respect of legal documentation**
- **Project management throughout the buyout process to completion**
- **Post buy-out support once you own your own company**

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Telephone: 0121 236 1810

Email: [david.farnsworth@feltonsbham.co.uk](mailto:david.farnsworth@feltonsbham.co.uk)

Web: [www.feltonsbham.co.uk](http://www.feltonsbham.co.uk)