

Divestiture & Exit – Your Strategies & Challenges?

Why do divestitures so often fail to meet expectations?

We believe it is now a great time to consider selling a company in certain sectors of North America. But what can you do to meet the challenges and avoid the pitfalls?



Challenge:

An unequal playing field: the buy-side has more bargaining power!

Testimonial:

“Brian brought the right balance of being a good negotiator without going too far”. At Corplan we find the buy-side confides in us more.



Challenge:

It's hard to always maintain objectivity.

Testimonial:

“Brian’s assessment of the businesses and his insights were invaluable.”

What are Your Strategies?

- Set criteria for true success with your divestiture.
- Maintain an ongoing search and discreet talks with all target buyer prospects.
- Early due diligence on buyer fundamentals: people, culture, financing plan, expectations and value-adds.
- Structure the deal for success.
- Post Divestiture Plan mapped out well in advance, involving both sides.

Challenge:

Not being proactive. Failing to find multiple buyers.

Testimonial:

“Corplan conducted an exhaustive search . . . and helped structure and negotiate a mutually beneficial transaction.”



Challenge: Too busy!

Testimonials:

“Corplan delivers what they advertise. Their advice is useful and they execute to get the job done.”

“Corplan was a partner in the process and we tackled the deal together.”

