

A New, Smarter Approach to Selling Your Business

Chrysalis has been completing M&A transactions for over 20 years; coupling proven processes with highly customized service to maximize success...



We Are Not Typical Business Brokers

OUR CORE COMMITMENTS

1

We will not engage with more than 2 clients at once

2

We will agree on a valuation range prior to engaging

3

We will not engage unless we believe we will be successful

High-touch M&A advisory for businesses with less than \$2 million in EBITDA

Prepare marketing materials, financial models & comprehensive information memorandum

Month 2-3: Preparation

Complete final due diligence, optimize tax and complete transaction

Month 4+: Closing



Month 1-2: Goals

Complete a deep business analysis, establish market valuation range



Month 2-5: Launch

Targeted marketing; Expressions of Interest assessment, Letter of Intent negotiated & signed



TOP 5 QUALITIES WE LOOK FOR

>20%

No single client representing significant revenue

50%+

Revenue from long-term and / or contracted clients

2+years

Consistent or growing EBITDA with a clear path to future growth

1-3years

Owner(s) willing to stay active during a transition period

20%+

Owners willing to defer a portion of the payment (earn-out)

FOR MORE INFORMATION

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