

The Complexity of M&A

30

- With more than 30 job functions in an M&A firm, it takes a team to properly sell a business

200

- 200 job functions to be completed in every transaction

1,000

- With over 1,000 job functions, you must determine which ones to use

500
to 700

- Average transaction consumes 500 to 700 working hours



Our Mission Statement:

To assist clients, who are considering transition, to make...

- ...the **right** decision at
- ...the **right** time for
- ...the **right** reasons™

By providing experience-based knowledge.



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Members & Associates



ROBBINEX[®]
COOPERATIVE NETWORK

Robbinex® Cooperative Network™

Robbinex® has been in the Merger & Acquisition industry since 1974 and has established itself as a leading firm in North America. We have formulated a process that is both unique to the industry and sought out by firms wanting to learn about the Robbinex® (ISO 9001-2015 Certified) Three-Phase Process™. The Robbinex® market focus is on businesses with transaction values of \$1.5M to \$50M, with our sweet spot being \$3M to \$20M.



- Access to all published Vlogs, Blogs and Webinars
- Robbinex® Execu-Briefs
- Access to Robbinex® video library for Members
- Annual fee of \$79 (currently waived)
 - Includes 2 hours of optional Robbinex® training
- Opportunity to publish an article in a Robbinex® Execu-Brief®



Robbinex® Associates get everything Robbinex® Members do, plus:

- Access to Robbinex® video library for Associates
- 10 hours of Robbinex® training (all totals of training hours are in addition to the training from the previous tier) (accessible 24/7)
- Annual fee of \$379
- Bio & picture on Robbinex® website
- Opportunity to earn participation fees on a client by client basis
- Continuing education courses available (check with your association for continuing education credits)
- Quarterly Robbinex® webinars (accessible 24/7)
- Certificate of completion
- Post articles in our "Articles by Others"

What Sets Us Apart

Registered Trademarks:

Robbinex®, Three-Phase Process™, COSATA®, Execu-Brief®, RASSP®, NAPP™, Seven-Step Marketing Program™, Experience, Creating Opportunities®, Business B4 Breakfast® Workshops

Software & Databases:

Valuation Software, IBISWorld, BizComps, GoldMine® (CRM), Robbinex® Registered Buyer Database, Sage Works, D&B Hoovers, VDR (Virtual Data Room)

Services:

COSATA®, Basic Valuations, Codicils, MBOs, Facilitation of Expertise, Basic Consultation/Coaching, Financing, Personal Advisory Boards (PABs), RASSP®, Intergenerational Transfers

Marketing Programs: Video Library, Execu-Brief®, Social Media, Letter Campaigns, Speeches, Workshops, Seminars

Associations:

M&A Source, AM&AA, IBBA, CVBBA, CBBA, Chambers of Commerce, Other civic organizations

Back-room Support:

COSATA®, Valuations, Value Enhancements, Seven-Step Marketing Program™, Codicils, Research and Consulting. We can also step in to assist with vacations or illness.

Sell Your Practice:

For registered Robbinex® Affiliates and Joint Venture Partners.

ISO 9001-2015 Certified:

Robbinex® is the only business intermediary / business brokerage company in the world certified by the International Standards Organization for the process of selling a business (our Three-Phase Process™)

Robbinex® Select™ Program:

Understanding that many Affiliates currently in the main-street market with business values under \$2M have spent years of effort to create their pipeline, we have created the Robbinex® Select™ program to support smaller value assignments. Robbinex® Select™ may be applicable to provide both the time and support for an existing professional to graduate from being a business broker to a business Intermediary.



Local access to over 35 countries. Our global network has access to a wide range of strategic buyers, acquisition, and merger candidates as well as corporate financial partners that ensure successful transactions.