



What should the response be when a potentially attractive strategic partner comes knocking and offers to buy the company? Should the Company consider a partial or full sale? Is the offer reasonable and can it be improved with a more competitive process involving other suitors?



MERGERS & ACQUISITIONS

Belden Hill Partners understands that clients are often unsure about considering a liquidity event for their family owned or closely held business, even when they suspect that the timing may be right. The pressure to maintain the family's business legacy and the innate distrust of larger strategic buyers often manifests itself in avoidance of the liquidity issue or a reactionary, rather than a proactive, approach.

Our experience working with family and closely held businesses allows us to help clients understand their choices and their long-term impact for more informed business and family decision-making to navigate these important issues.

Merger / Sale

The Principals of BHP are skilled at identifying the critical issues in mergers and acquisition transactions and ushering the closely held business owner through the competitive and daunting process of selling all or a part of the business.

From pre-transaction planning and development of the appropriate prospective investor/acquirer list, to marketing the company and negotiating proposals, we take the lead in this complicated and time consuming process.

We see our clients through to the final documentation and closing steps, while always keeping in mind the closely held and family business context.

Buy-side / Acquisitions

When considering the prospect of buying another company, the questions are just as perplexing as contemplating the sale of one's own business. From start to finish, Belden Hill guides its clients through the process of strategizing, identifying, qualifying and then executing and financing add-on and build-up merger and acquisition transactions that increase overall shareholder value.