

{Member Profile}

THE ART OF THE DEAL

A Neumann & Associates handles mergers and acquisitions

A Neumann & Associates, LLC is a professional mergers and acquisitions, and business brokerage firm assisting business owners and buyers in the business valuation and transfer process. The company maintains its corporate offices in Atlantic Highlands, approximately 45 minutes south of New York City and has seven field offices across the New York, New Jersey, and Pennsylvania region.

Selling your business may be one of the most important events of your lifetime. The success or failure of this transaction will be directly related to the skill used in determining your company's value, finding the best buyer, and arranging a timely closing. Business valuations are essential as a first step of attributing a proper value to a business. This is part of what Neumann does.

The company is affiliated with BBN, a firm with 450 offices that provides access to thousands of qualified buyers and sellers throughout Canada and the United States.

President and Founder Achim Neumann has managed the firm since its inception in 2003. He brings more than 25 years of business and management experience from multiple industries, includ-

Up Close

YEARS IN OPERATION: 10
 FIELD OFFICES: 7
 BUSINESS VALUATIONS PER YEAR: 100
 DEALS PER YEAR: 5-15
 TRANSACTION RANGE:
 \$1 million - \$30 million
 DATA POINT: According to a recent IBBA study, 75 percent of all business owners have no idea how they will exit from their business when the time is right. Most of those business owners have no transactional experience.



ing diverse positions in a Fortune 500 technology company, as well as having developed successful music and publishing businesses.

The firm's primary success factor consists of maintaining its clients' confidentiality by way of a sophisticated qualification process. Businesses are thoroughly reviewed during the valuation process and professionally prepared for investor reviews.

Investors are pre-qualified by providing their investment objectives, detailed financial statements, and completing a non-disclosure agreement.

The company's staff of 10 professionals maintains daily contact to hundreds of buyers and sellers in its marketing region,

enabling its team to detect any market trends in its very early stages. Many professionals refer to Neumann & Associates for advisory services in the business transfer process.

The company is a member of the International Business Brokers Association, the Better Business Bureau of New Jersey—with an A+ rating for 10 years—and maintains an active membership in approximately 25 chambers of commerce, such as the MIDJersey Chamber, and other networking platforms across the region.

The company is also associated with ANA Commercial Real Estate, two licensed real estate operations in New Jersey and Pennsylvania.

NEW MIDJERSEY CHAMBER MEMBERS

■ **A-Team Corporate Strategies, Inc.**
 Consultants

■ **Barbara Paul**
 Property Managers

■ **David Lerner Associates**
 Financial/Investment Advisors

■ **ERA Central Realty Group**
 Real Estate - Commercial/Industrial

■ **Family Guidance Center Corporation**
 Social Services

■ **Hamilton Honda**
 Automobile Dealers

■ **KC Prime Restaurant Steakhouse**
 Restaurants/Clubs

■ **Lennar**
 Builders/Developers

■ **Matrix Development Group**
 Builders/Developers

■ **Michael Scalia DDS, PA**
 Dentists/Dental Labs/Dental Care

■ **Mt. View Catering/Big Schott, Inc.**
 Caterers

■ **Princeton Computer Support, Inc.**
 Information Technology

■ **Tekmark Global Solutions**
 Information Technology

■ **Temptrol Corporation**
 Heating & Air Conditioning - Distributors, Equipment, and Repairs

■ **The Van Dyk Group**
 Real Estate - Residential

■ **World Group Solutions LLC**
 Financial/Investment Advisors