



A Neumann & Associates, LLC

Affiliated with Americas Largest Network of M & A Professionals

Commonly Asked Questions

Will I be asked to purchase anything at this event?

Absolutely not. While our firm does provide valuation and M&A / brokerage services for a competitive fee, you will not be solicited to purchase anything. Our firm has been working via a back-end fee for the past ten years, meaning, we will never charge a seller any upfront retainers. Our fee is due when the job is completed.

How do you protect my privacy and confidentiality?

We will not release anybody's name to any event participants or anybody else for that matter. There are no sign-in sheets or any company identifications made available to other registrants. You will obtain a name tag with your first name only, identifying you as having registered and admitted to the event when leaving or re-entering the room.

All participants are pre-screened and the event is designed for only 40 participants, at a maximum 60 people.

Who will be attending?

Pre-selected owners of small and mid-sized businesses are the only invitees to this event. The guest list is pre-screened, and registration will be checked at the front door.

All registered participants have obtained a confirmation letter by way of email or postal mail that needs to be shown at the door entrance and matched to our registration list.

Will I have an opportunity to speak with someone one-on-one?

If you like, there will certainly be ample opportunities to speak with any one of our five Managing Directors at this meeting in a confidential manner. Also, you will have the opportunity to schedule a private meeting for a later date.

What are the main topics that will be discussed?

We will share with you all topics that surround the transfer of a privately held business, including how it is valued, how the confidentiality is maintained, and what are the specific transaction steps. We can rest assure you that you will have gained a lot of insights after the workshop and will be considerably better prepared to face the daunting task of selling a business.



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Who will present?

The various topics will be addressed by our managing Directors, including the President of the company.

What will I learn that I can't research on the internet?

Whereas the internet can be a useful tool, the reality is that transferring a business is somewhat different in each scenario and only a qualified professional with a lot of experience will protect a seller from the many pitfalls and risks in a transaction.

Is this a networking event in any way?

No, this is an informational workshop for small and mid-sized business owners. There will be no formal networking but you will have an opportunity to meet other business owners sharing the same concerns. Please note however, that we only work on a first name basis during the event so that it is not possible to identify peers in your market segment if so desired.

If I can't make it, when is the next event?

We typically hold three to four major regional events like this one in between Connecticut and Maryland each year, and approximately 10 to 15 smaller workshops on a state level. We gladly will note your name and address and will inform you about upcoming events should the date for this event be inconvenient, or should it have sold out before your registration came in.

Obviously, we can always meet one-on-one with you.

Can I join later in the day?

No. We will promptly close doors at 8:45 after registration completion, and will not admit anybody who has not confirmed their registration by that time. We do this to protect everybody's confidentiality and to avoid that "late comers" will infringe on your valuable time.