



# LANDIS & Associates, Inc.

*Business Sales & Acquisitions*

## What our clients say about us

"With over 1000 employees and 35 years in business our company was our largest single asset. By matching our company with the right buyer and guiding us thru the transaction maze Landis & Associates made our retirement a reality."  
T.G., President & Founder

**Commercial Janitorial Company**  
*Acquired by*  
**Private Equity Group**  
*Facilitated by*  
**Landis & Associates, Inc.**

## What our clients say about us

"When we decided to sell our company, our CPA recommended that we talk to Landis & Associates. Being one of the largest school lunch providers in Southern California, confidentiality was our number one concern. Our goals were met and the company was sold for substantially more than we expected."  
M.C., President

**Chef du Jour**  
*Acquired by*  
**Private Investor**  
*Facilitated by*  
**Landis & Associates, Inc.**

## Our Firm

Landis & Associates is a leading business sales & acquisitions firm headquartered in Newport Beach, California. Our firm specializes in serving the needs of closely held and privately owned businesses. Since 1999, we have been assisting our clients throughout the integral steps of the business transition process, from succession and exit planning to successful transfer of ownership.

Through the years we have assisted entrepreneurs, corporations, and private equity groups in achieving a multitude of business goals. Our proprietary methodology in arranging the "puzzle pieces" leads us to effectively complete the business-sale puzzle. Our success is based upon the quality of our associate professionals, the depth of our experience, and our commitment to excellence. Our team of associates brings hundreds of years of aggregate business experience and education from some of the country's most esteemed universities.

Landis & Associates has completed transactions in a wide array of industries that include e-commerce, healthcare, manufacturing, distribution, technology, food and beverage, retail, and service companies. In order to provide our clients with even more exposure, we are active members of the California Association of Business Brokers (CABB) and the International Business Brokers Association (IBBA), which allows us to attract buyers represented by other business sales & acquisitions firms throughout the state, the nation, and the world.



[www.landisandassociates.com](http://www.landisandassociates.com)

949-837-7070



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## What our clients say about us

"Landis & Associates' team of experts was there from the beginning to the end. It was a win-win deal for all parties. Had we tried to sell the business ourselves, I don't think we would have been this successful."

*S.E. CEO*

**Cymation,**  
*Acquired by*  
**Corporate Buyer**  
*Facilitated by*  
**Landis & Associates, Inc.**

## What our clients say about us

"Even though there were very difficult circumstances to overcome, Landis & Associates artfully navigated between the two disputing owners of the company and successfully procured a buyer with price and terms acceptable to each."

*J.M. Attorney at law*

**HOA Management Company**  
*Acquired by*  
**Industry Buyer**  
*Facilitated by*  
**Landis & Associates, Inc.**

## The Landis Difference

### Expertise

Landis & Associates, specializes in assisting business owners of privately held companies during the business sales processes. Our professionals have years of transactional experience, which span a broad industry base and encompass a vast clientele.

### Confidentiality

Landis & Associates is committed to maintaining client confidentiality and understands the importance for such handling. We market companies to potential buyers without exposing sensitive information to competitors, clients, and employees.

### Efficiency

Landis & Associates works diligently on valuing your business, identifying potential buyers, as well as structuring and negotiating the sale of your company so that you can focus on keeping your company in good working order.

### Access to Buyers

In identifying a viable buyer, it is essential to develop a comprehensive list of prospects. Landis & Associates professionals maintain working relationships with strategic and financial investors as well as manage a sophisticated database of opportunity-seeking contacts.

### Personalized Service

Our clients are always our first priority. Landis & Associates team members are dedicated to providing personalized attention to each business owner. In doing so, we strive to execute the sale of your business with the utmost attention to detail throughout each phase of the transaction.



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"Upon my decision to sell my company, I engaged Landis & Associates, Inc. to act as my company's primary intermediary, and within a short time was able to procure a viable and solid buyer. Throughout the transaction process, I came to admire Landis & Associates for its professionalism, expertise, and loyalty."

Shawn D. President, Janico

**Janico**  
Acquired by  
**Industry Buyer**  
Facilitated by  
**Landis & Associates, Inc.**

## What our clients say about us

"We were amazed by how thorough a job was done in the valuation and packaging of our company for sale. We attribute the sale of our business to the detailed preparation, exceptional marketing and skilled negotiations of Landis & Associates, Inc."

David J., Chairman of the board

**Security Device Manufacturer**  
Acquired by  
**Private Investor**  
Facilitated by  
**Landis & Associates, Inc.**

## The Selling Process

### Preparation

Business sale preparations begin with your decision to sell. Our professionals will help you develop your exit plan, assist in preparing proper documentation, and collaborate efforts with other professionals, such as financial advisors, attorneys, and accountants.

### Valuation

The business valuation process requires a thorough examination of the company, as well as the industry, in order to determine a proper value. Landis & Associates, Inc. works with leading business valuation providers in order to deliver unbiased valuations. Through the valuation, our professionals are able to determine how much a business is worth and also identify potential market opportunities.

### Research and Analysis

Research and analysis are essential parts of the business sale process. Landis & Associates professionals thoroughly research each client's industry - analyzing overall market performance, historical and projected growth rates, trends, competitors, geographic influences, and mergers and acquisitions—in order to best position the company for sale. Our market research also allows us to identify strategic growth opportunities to support the valuation.

### Buyer Profiling

Landis & Associates will perform a thorough search for potential buyers. With access to multiple databases of potential buyers and professional relationships with business owners and investors, we are confident we can find the right buyer for your business.

### Marketing

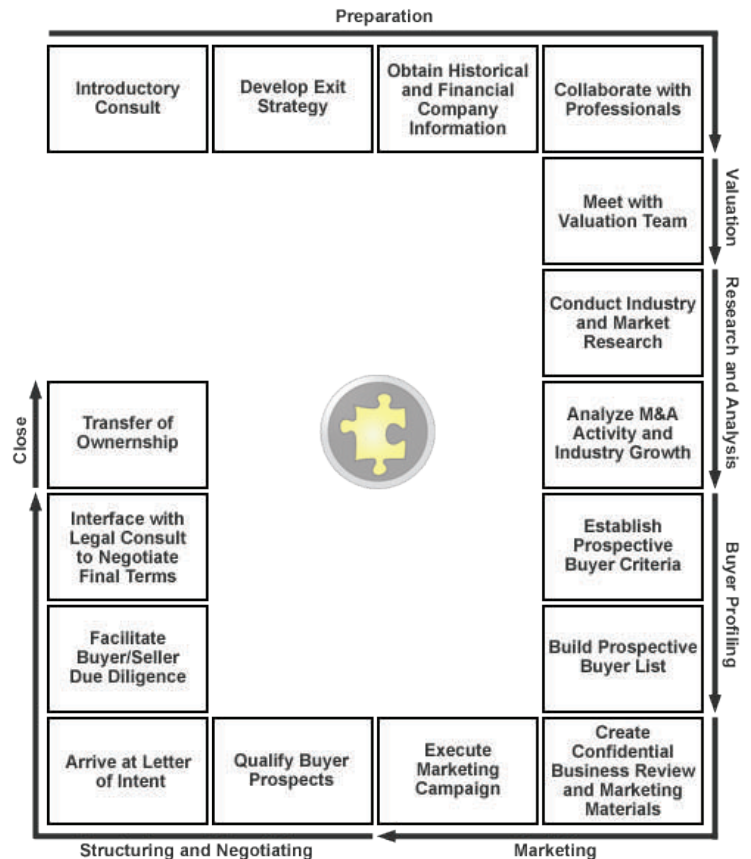
Landis & Associates will develop and distribute unique marketing materials in order to attract interested buyers. Marketing is a crucial step toward building a comprehensive pool of potential buyers, which is why we fully dedicate ourselves to our marketing efforts.

### Structuring and Negotiating

Landis & Associates will work with you through the transaction-structuring and negotiating phase—including entertaining early interest, reviewing the letter of intent, facilitating the buyer/seller due diligence phase, assisting in the review/approval of the purchase & sale agreement, and interfacing with legal counsel during final negotiations.

### Close

Transfer of ownership is the final step in the business sale process—all legal documents have been signed, funds have been deposited and successful closure has been accomplished.



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"Landis & Associates matched us with the right lender and by managing the process and coordinating with the seller and escrow we were able to close on time. We couldn't have done it with out you."

- Anthony R., Buyer of Business and Industrial Building

**Bar With Building and land**  
Acquired by  
**Entrepreneur**  
Facilitated by  
**Landis & Associates, Inc.**

## What our clients say about us

"Landis & Associates assisted us with our acquisition plan from the very beginning. Our first acquisition was extremely successful, which lead to two additional acquisitions in the same industry. We are now one of the top 10 building services companies in the country. Thank you for making it happen for us."

I.B. CEO, Building Services Company

**3 Building Services Companies**  
Acquired by  
**Private Equity Group**  
Facilitated by  
**Landis & Associates, Inc.**

## The Buying Process

### Acquisition Strategy Development

Landis & Associates, Inc. will work with you to develop an entrepreneurial or corporate growth strategy, with an emphasis on strategic acquisition opportunities. We will assist you in determining what types of companies might best fit into your acquisition plan. Top considerations for acquisition candidates will include the industry, location, size, condition, and strategic fit. Our professionals will also take a look at your company's financial readiness and financing options.

### Identification of Prospects

Once the basic search terms have been defined, Landis & Associates will assist you in finding companies that fit. To do this, we will perform extensive market research and analyze your financial ability. With our extensive market knowledge and resources, Landis & Associates can identify potential targets not currently in the market, allowing our buyer clients to pursue those business acquisition opportunities.

### Review of Business

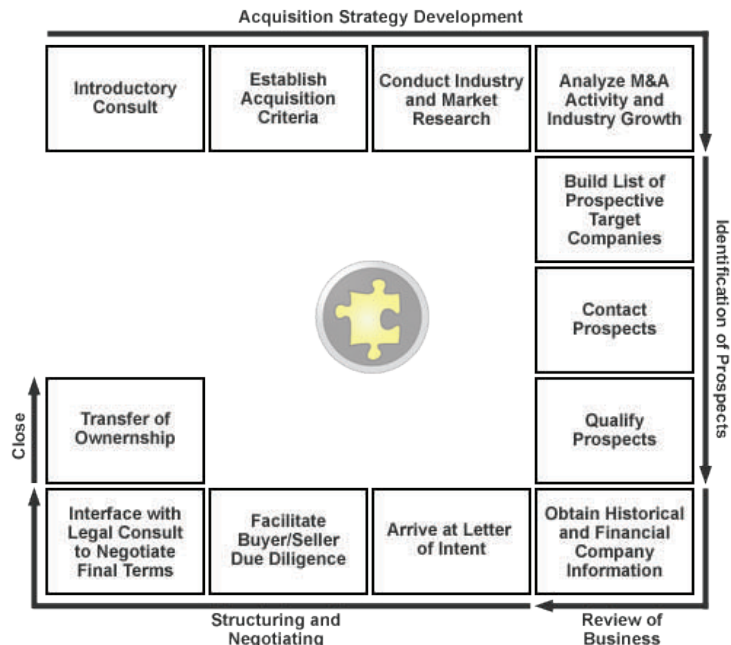
When a prospect is identified, confidentiality documentation is exchanged and a full business review is obtained from the selling party. With detail provided on the prospective company, you are able to perform an extensive review of the opportunity at hand.

### Structuring and Negotiating

Landis & Associates will work with you through the deal structuring and negotiating phase—including entertaining early interest, reviewing the letter of intent, facilitating the buyer/seller due diligence phase, assisting in the review/approval of the purchase & sale agreement, and interfacing with legal counsel during final negotiations.

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