

Examples of Completed Searches

Visionary Client	Needs	Solution
Southern U.S. 50 people now 80	Two locations both in need of expansion.	Brought in a second office in each city. One added a new service niche and the other add talent. Both increased firm leverage.
Northern U.S. 25 people now 35	Tax strength and a second location.	Found a 100% tax practice with a hybrid partner situation. This added leadership and opened marketing channels.
East Coast \$100M plus	Succession for one of their offices.	Identified a candidate with the leadership presence to plug in and begin transitioning existing clients over to the new partnership group.
West Coast 175 plus people	An office in one city needing expansion.	Discovered a high-end tax practice with aging leadership that needed to ensure a succession team could take over.

Examples of Other Searches Underway

40 plus people	Looking to add 3 rd location in the same region plus existing location tuck-ins.
75 plus people	Seeking greenfield locations in multiple cities.
\$60M plus	Tuck-ins and greenfield searches to expand based on a specific industry niche.
\$80M plus	Seeking greenfield growth in three new regions for their practice.

Why Firms Search

Our M&A clients want to grow and/or solve a specific need. They may have a succession problem, want to identify a new service or industry niche or expand into a new location. Some are seeking new talent and to increase their book to add in an existing office. We will customize our search to accommodate your needs whenever possible.

Definitions

Candidate	Any firm that we identify as a potential opportunity for our client.
Hybrid	A solution where some partners immediately go into transition and others stay for an extended period. Typically, hybrids occur because partners that do remain want to align with a growing firm, cannot afford to buy-out the retiring partners, or do not want to manage a firm.
Tuck-in	These is when a practice is 100% absorbed into an existing office of the merging or acquiring firm.
Greenfield	This is a new location search that may be in the same city, but in a neighboring area, or anywhere in the country. Normally, they require established staff to lead the office.