

The Path to M&A Readiness

The Dynasty Investment Bank is dedicated to providing sound M&A advice, tools and strategies. We've designed The Path to M&A Readiness so you can feel fully equipped and confident to succeed in strategic M&A specifically for your firm.

Being M&A-ready is more than just doing a deal. It's about adding a person, team or firm that builds sustainable enterprise value over time while honoring the culture and legacy your firm has created.

1 WHAT KIND OF BUSINESS DO I WANT TO BUILD?

- Book
- Practice
- Business
- Multi-generational firm

2 WHAT SHARE CLASSES SUPPORT A SOUND M&A STRATEGY

- Founder shares
- Advisor shares
- Profits Interest

3 DO I KNOW WHAT MY BUSINESS IS ACTUALLY WORTH?

- Yes
- No
- I don't know

BONUS QUESTION: WHO WILL I CALL TO HELP ME CLOSE MY M&A DEAL?

- Dynasty M&A team
- Bankers
- Lawyers
- Accountants

WERE YOU ABLE TO CONFIDENTLY ANSWER THE 10 QUESTIONS?

4 HOW DO I VALUE MY BUSINESS? HAVE I EVER REVIEWED:

- A discounted cash flow analysis
- Precedent transactions
- Public company comparables

9 WHAT IS THE RIGHT CONSIDERATION MIX?

- Stock vs. cash
- Optimal timing of payments
- Tax implications

A REPEATABLE M&A PROCESS IS YOUR KEY TO SUCCESS.

5 HOW SHOULD I VALUE SOMEONE ELSE'S BUSINESS?

Hint: Using the same tools as (4) is a good start

8 HOW DO I STRUCTURE A DEAL?

- Down payment
- Retention payment
- Earnouts

7 CAN I AFFORD TO DO M&A? WHAT TYPES OF CAPITAL OPTIONS ARE AVAILABLE TO MY FIRM?

- Traditional debt
- Revenue participation
- Equity capital
- Seller notes

6 DOES 1+1=3? WHAT ARE THE VALUE CREATION OPPORTUNITIES OF COMBINING BUSINESSES?

- Scale and synergies
- Multiple and margin expansion
- Compatible cultures

Our Investment Banking team is dedicated to being an advisor to advisors so you can stay focused on your clients.

Email us at DIB@dynastyfp.com to create your path to M&A readiness.