

Mergers & Acquisitions Services From Investment Bankers Who Have Walked in Your Shoes

Outlook
Kansas City
Business Profiles

When a fast-growing company needed professional experience and strategic advice, it turned to one of the nation's most trusted investment banking firms, Amvest Financial Group, Inc. Since being retained as its exclusive investment banker, Amvest has restructured the company debt, advised on operational issues, sourced acquisitions and arranged mezzanine financing to assist with an acquisition.

Another company turned to Amvest to explore strategic alternatives, while another retained Amvest to represent it in the sale of the company. Others turn to Amvest, one of the oldest investment banks conducting acquisition searches, to search for suitable acquisition candidates, coordinate the transaction and locate financing or an equity partner.

In addition to investment banking expertise, Charles Oppenheimer, CEO/president and his staff bring something else to the table – firsthand experience as business owners and executives who have been through the M&A process themselves. They have started, acquired, operated and sold their own companies. They bring insights from owning their own companies and holding senior management positions in diverse industries and from doing consolidations in such fields as waste management, transportation, printing, media, the food industry, healthcare, manufacturing, distribution, mortgage, banking, marketing, plastics, IT and others.

They understand owners of closely held companies who feel "This isn't just their business, it's their life," says Oppenheimer. "That's why we're not pushy or try to force a transac-

tion. We take the time to know our clients, advise them on strategies and alternatives that help them prepare for an acquisition or for the sale of the company or a subsidiary."

Preparing for a sale or an acquisition can be as important as the transaction itself. If selling, Amvest identifies and helps remove obstacles to the sale and position the company for an easier sale at a better price. Oppenheimer and his staff address issues such as excessive personnel, financial statements, appearance, legal issues and estate planning for a private seller.

For a buyer, Amvest focuses on preparing companies for the acquisition. Buyers must have the right transaction

attorneys and financing in place. They must perform due diligence and secure the commitment and staff to give the proper attention to the acquisition process. Lack of integration is the biggest reason for a failed acquisition.

Amvest is a boutique investment banking firm offering comprehensive services including representing buyers and sellers, private equity groups and businesses ranging from middle-market to *Fortune* 500 companies.

Oppenheimer and others in the firm often serve as advisors by sitting on boards of directors, advisory boards or strategic planning committees. "Long-term relationships with old line and emerging growth companies, and the shareholders and investors who back them, is key to our goal of offering the finest investment banking services available," concludes Oppenheimer.

Amvest Financial Group, Inc. is a Missouri-based national investment banking firm that specializes



Charles Oppenheimer,
CEO/President

Amvest specializes in:

- Mergers/Acquisitions
- Public and private divestitures
- Management buyouts
- Acquisition searches
- Private Equity
- Financing - including real estate
- Turnarounds
- And other corporate finance matters

in mergers and acquisitions and has served its clients for over 30 years. Amvest has represented a diverse variety of clients, with sales ranging from \$5 million to over \$5 billion, seeking to sell a portfolio company, corporation or division, or to acquire one company or several in a consolidation or a buy-and-build program.

To learn more call

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AMVEST FINANCIAL GROUP, INC.
Investment Bankers Since 1976