



HIGHTOWER  
ST. LOUIS

# STRATEGIC ADVISORY NETWORK HIGHTOWER ST. LOUIS



You have put your blood, sweat and tears into imagining, implementing, nurturing and growing your business.

Maybe it was a way to bring together a life passion and special skill that you possess.

Maybe it was a way to carry on a rich family tradition started by your parents... or theirs.

No matter how you got here, now it is most likely the single most significant asset that your family owns, both financially and emotionally.



## WHAT ARE YOUR NEXT STEPS?

What strategic alternatives should you consider to optimize this opportunity and move towards ensuring financial security for you and your family?

Perhaps a liquidity event? A transfer to the next generation? Growth capital for business expansion?



## WE HAVE CREATED THE HIGHTOWER STRATEGIC ADVISORY NETWORK AS A CRITICAL RESOURCE TO START THE PROCESS.

The HighTower Strategic Advisory Network is a selective consortium of investment banks which in the aggregate offer a broad spectrum of investment banking capabilities. Areas of expertise include Mergers & Acquisitions, Corporate Finance, Financial Restructuring and Valuations.

Created to work with entrepreneurs and owners of privately held businesses, these banks offer seasoned experience and broad coverage in geography, deal size and sector knowledge.

### The time is now.

If you are considering a transaction within the next two or three years, you should educate yourself and consider all alternatives.

Timing is a key element of a successful transaction, and the overall environment for deals today is one of the best in recent memory.

Strong valuations and multiples, positive lending conditions and an abundance of liquidity from both private equity and strategic buyers create favorable conditions.



M&A ACTIVITY IN THE MIDDLE MARKET CONTINUES TO BE ROBUST, WITH FIERCE COMPETITION FOR QUALITY COMPANIES."

-John Ferrara, Founder and President, Capstone Partners



IN MANY CASES, MARKET DYNAMICS HAVE CREATED OPPORTUNITIES FOR BUSINESS OWNERS TO ACHIEVE LIQUIDITY THROUGH MINORITY SALES OR LEVERAGED RECAPS, ALLOWING THEM TO MAINTAIN CONTROL AND CONTINUE RUNNING THE BUSINESS.

Accessing these banks through HighTower will put you in position to make a **well-informed decision**.

### HighTower's Strategic Advisory Network has a broad range of capabilities and strengths, including:

Mergers & Acquisitions — private company sales, management buyouts, targeted buy-side advisory

Capital Raises — debt issuance, private placements, ESOPs, minority recaps

Valuations — fairness opinions, financial forecasting

Debt Restructuring — reorganization planning, dispute resolution

#### OUR INVESTMENT BANKING PARTNERS INCLUDE:



		
		



YOU WILL BENEFIT FROM OUR DEEP RELATIONSHIPS, AND HAVE ACCESS TO THE SENIOR PARTNERS AT EACH FIRM.

We create a competitive environment which leads to the most competitive terms, deal structure and pricing.

Your first conversation is with your HighTower financial advisor and one of our Investment Banking partners to better understand both your business and personal objectives.

Assuming there is continued interest on both sides, this generally leads to a meeting and the confidential sharing of detailed financial information.

Working through a collaborative process, within a couple of weeks the Investment Bank will come back with an in-depth analysis addressing the industry, valuations, strategic alternatives and the process for implementing a given strategy.

We will help you to effectively communicate your story.



### THIS IS A THOUGHT PROVOKING PROCESS WHICH WILL HELP YOU WORK THROUGH QUESTIONS LIKE:

- What is your vision for the company over the next 3-5 years?
- What is your exit strategy?
- Do you have an idea of what your company is worth? Have you ever had that validated by a 3rd party?
- How much do you think you would need to take out of the business to ensure a comfortable retirement for you and your family?
- Are there unique estate and tax planning opportunities for you to take advantage of prior to an event?



### OUR CONSORTIUM OF INVESTMENT BANKS

Works collaboratively with your existing advisors to produce a holistic strategy taking into account tax implications, future liquidity, and your financial goals.

## CONTACT US

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Leverage the strength and reach of HighTower to make our network yours.

To access the HighTower Strategic Advisory Network, contact your HighTower advisor and schedule an initial consultation to explore the strategic options available to you, your business and your family.

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