



TRANSACTION ADVISORY SERVICES (TAS) ROADMAP

TAS provides guidance and advice for every step of your journey from LOI to Closing. This period will take from 60 to 120 days. The timing depends on the responsiveness of all parties to the transaction. You, the **Acquisition Entrepreneur (the Buyer)** and the current **business owner (the Seller)** play the biggest roles.

Your time to close will also be dictated by the time that it takes your lender to complete its process, and potential equity partners to complete their due diligence as well. There are lots of moving parts to coordinate. The **TAS Team** is here to advise you through the process and help coordinate with all parties as necessary.



1 EXPECTATIONS

Step 1 is your first call with your TAS Advisor. Expectations will be explained, a division of responsibilities will be shared. You will also set a schedule for weekly calls. Your Advisor will share various checklists and you will be introduced to a Quality of Earnings (QoE) provider.

2 REVIEW

Review of the Quality of Earnings and other Due Diligence information gives you the basis for your **Final Investment Decision (FID)**. Your TAS advisor will work with you to review the information and guide the final thoughts about moving forward.


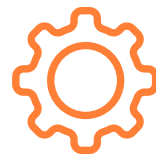


3 KEY CONTACTS

TAS Advisors will introduce you to the remaining support team you needs: attorneys, bankers, insurance reps, equity providers. You will also be introduced to the ACE Integration Team.

4 EQUITY FUNDING

For AEs who need financing help from outside equity, your TAS advisor can introduce you to funding sources. Use of outside funds require an extra level of support and guidance to secure that funding



5 CLOSING

In the final stages your TAS Advisor will help you review the Purchase Agreement and other closing documents.

Once everything is agreed by both parties, you can **CLOSE ON THE BUSINESS!**