

SELL-SIDE M&A

A Structured Process. A Stronger Outcome.

For business owners looking to exit or take some chips off the table - we run the process so you can run the business.

You didn't build this business to sell it quickly. You built it carefully, over years. When the time comes to sell, the process you run will determine whether the market sees what you've actually created. We make sure it does.

Our Process

1. Preparation

Before a single buyer sees your business, we build the case for it. Your story, your trajectory, your potential. We identify the buyers who are the right fit for what you've built — not just the ones who respond first.

2. Marketing

We create competition for your business. That means qualified buyers, a managed process, and the leverage that comes from having options. When the field narrows, we help you evaluate the price and who's the right steward for what comes next.

3. Diligence & Close

This is where deals unravel without the right team alongside you. We stay in the room through every negotiation, every diligence call, every document. We coordinate closely with your legal and financial advisors throughout, reducing friction and keeping the process on track.

VALUE. ADDED.

30+ YEARS

of M&A advisory
for lower middle
market business
owners

100%

of our IB professionals
are credentialed
and licensed
with FINRA

INDUSTRIES WE SERVE

Business Services | Consumer | Healthcare
Industrials | Specialty Contractors

Why Houlihan Capital?

Senior-Level Engagement

Every engagement is led by senior professionals - not handed off. You get direct access to experienced advisors at every stage of the process.

Process Expertise

We have run hundreds of sell-side transactions across industries. Our structured approach is designed to create competitive tension and support your position at the table.

Independence

We work exclusively on behalf of sellers. Our interests are aligned with one objective: a well-run process that serves your goals.

Institutional-Grade Credibility

Working with Houlihan Capital signals to buyers and their advisors that your process is well-organized and professionally run - reinforcing your position from the first conversation.

Trusted Network Effect

As a recognized name in M&A and valuation, Houlihan Capital brings an established buyer network and strong relationships with advisors across industries - relationships that translate into a more competitive process for our clients

What Our Clients Say

“I have been through many M&A transactions in my career...and I can say without hesitation that Houlihan Capital distinguished themselves by their hands-on approach and commitment to client success.”

Aaron Bloom, CEO, DocMJ

“They stayed fully engaged, providing sound advice, preparing excellent materials, and ensuring I was informed and supported through every stage of the journey. Their long-term dedication demonstrated that they were invested not just in getting a deal done, but in getting the right deal done for our family.”

Steve Feiger, (Former) CEO, Crawford Supply

Questions Sellers Ask Us

How do you determine what our business is worth?

How long does the process typically take?

How do you identify and qualify potential buyers?

How do you maintain confidentiality during the process?

What does the diligence process look like, and how involved will we be?

When should we start planning for a sale?

Ready for the Next Steps?

Schedule a consultation

Book a call with us to:

- Schedule a sell-side consultation
- Discuss your timeline and exit goals

Email: info@houlihancapital.com

Phone: **312.450.8600**