



## NAUTILUS METHODOLOGY BY NELSON CONSULTING

Buying, Selling, Investing & Funding Mid-Market Companies

Speech Presented by John L. Nelson



### **NELSON CONSULTING SPEAKERS BUREAU** Speaker titles/topics include:

- Impact Of The Computer On Mankind
- Nexis – From Embryo To Icon Status, Reported By The Founding Father Of Nexis
- 12 Crucial Q & A'S Fast Track – Buying, Selling & Merging Mid-Market Companies
- How To Sell Or Merge Your Mid-Market Business For Top Dollar
- Nautilus Methodology by Nelson Consulting – Buying, Selling, Investing & Funding Mid-Market Companies
- Preparing Your Business To Be Sold Or Merged – What Should You Do & When Do It
- Business Valuations & Selling Multiples Made Simple
- Current State Of The Merger & Acquisition Markets

**SPEAKER PROFILE** Coinciding with the new Millennium, John L. Nelson formed Nelson Consulting, Inc., a Tampa, Florida Corporation with global reach. As a licensed business broker / agent & business intermediary Nelson Consulting offers merger, acquisition & investment banking services to mid-market business owners & qualified investors. With forty years experience in the information technology (IT) industry, thirty-five as a senior executive, John led a number of high-technology business ventures. Within the *Fortune 50* corporate culture, John headed up several business incubator projects; e.g., recognized as the *founding father of NEXIS* (of LEXIS / NEXIS fame). In the '80's & '90's, John led software consulting companies to international prominence & financial success. Career highlights include rapid revenue growth, high profit margins, domestic & international market expansion, merger, acquisition, private placement & initial public offering. Transaction closings exceed \$300M.



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## **PRESENTATION OUTLINE**

Nautilus Methodology is Nelson Consultings' proprietary best practices, designed to optimize successful transaction closings. Nelson Consulting clients credit Nautilus Methodology as the principal reason for achieving high transaction closing success - among the highest percentage in the M&A industry. Nautilus Methodology by Nelson Consulting includes:

1. Profile client objectives
2. Perform in-depth research
3. Search / match client profile to global databases to identify targets
4. Package client materials into a professional offering
5. Direct solicitation of target prospects - secure non-disclosure
6. Qualify target interest level & ability to consummate a transaction
7. Coordinate conference calls & site visits
8. Facilitate & negotiate terms sheet in concert with client CPA & legal counsel
9. Qualify & rank multiple offers
10. Create a *Confidential Auction* (for Buyers, Sellers & Investors)
11. Facilitate & execute due-diligence
12. Facilitate final negotiations, agreements & close the transaction.

## **QUESTIONS / ANSWERS**