

From Exit Ready to Deal Done

M&A Advisory for Small to Mid-Sized Business Owners

Because we've already helped strengthen your company, we know its story inside and out—what's been improved, what makes it valuable today, and what opportunities lie ahead. That unique perspective allows us to present your business more compellingly than a broker or investment banker, who only enters at the sale stage.



As a Certified Exit Planning Advisor with decades of leadership and operational experience, Rich Hall combines deep preparation expertise with deal execution. He's been inside businesses before taking them to market—giving owners a trusted partner who knows how to maximize value and get the deal done.

Expert-Guided Process

Our comprehensive M&A advisory approach begins with strengthening your company before it goes to market. We identify risks, enhance value, and align the business with buyer expectations to build credibility and reduce obstacles. This preparation ensures your company is positioned to attract serious interest and command stronger offers.

From there, we guide you through every stage of the transaction with precision. We help review and negotiate LOI terms, coordinate due diligence with professional data room management, and advise through final negotiations. With RHG by your side, you can move forward confidently, knowing the process is managed to protect your value and achieve the right outcome.

The Advantage of RHG

Deep Knowledge

We know your company inside and out, so buyers see its true worth and future potential.

Transparency

We turn weaknesses into opportunities—building trust and protecting valuation.

Every Detail

From financial clean-up to deal terms, we catch what others miss, smoothing the process.

Operator's Perspective

We've run businesses ourselves, so we know what buyers value most and how to showcase it.

Advisory Phases

Preparation & Transaction Readiness

We uncover risks, resolve weaknesses, perform a valuation, and enhance value so you and your company are market-ready. This proactive approach builds buyer confidence and sets the stage for stronger offers.

Marketing and Selecting the Right Buyers

We help you present and market your company to prospective buyers through the creation of a professional Teaser and Confidential Information Memorandum (CIM). Once the right buyer is identified, we review and negotiate LOI terms with you before you sign, then guide you through due diligence with professional data room management.

The result: fewer surprises, smoother negotiations, and a deal that stays on track.

Deal Structuring, Negotiation, & Closing

Beyond price, we negotiate terms that protect your wealth, minimize risk, and align with your long-term goals. From payment schedules to earn-outs, we ensure the deal reflects your true value all the way through closing.

Additional Engagements

Our work doesn't stop at the transaction—we provide ongoing guidance to secure lasting success.

BUYER VETTING

Identify and screen serious buyers who fit your goals.

STRATEGIC ADVISORY

Tailored advice to address obstacles and maximize attractiveness.

SUCCESS TRACKING

Milestones and metrics to monitor progress throughout the process

Customer Profile

We specialize in privately held businesses with \$5M–\$50M in annual revenue, across industries including manufacturing, distribution, services, healthcare, energy, and more.

Owners planning to sell within 12–36 months benefit most from our proven process.

Pricing & Timeframes

Preparation Phase:

6–8 weeks depending on scope - fixed fee rate depending on size and complexity of company.
Price range: \$10k - \$25k.

Value Creation & Advisory:

12–24 months of active support, with fees aligned to project scope and long-term goals.
Monthly retainer: \$2500 to \$5000.

Selling Phase:

4–12 months to sell. Small retainer each month credited toward percentage of final sales price when sold. Percentage is based upon variation of Double Lehman scale.

Schedule Your Consultation Today

Selling your business is more than a milestone—it's your future. Rich Hall Group is committed to ensuring your exit is not only profitable but personally fulfilling. Don't leave your life's work to chance—let us guide you through a process that protects your value and secures your legacy.

[Schedule a Consultation](#)