PIONEER CAPITAL ADVISORY

FOR ACQUIRING MINDS LISTENERS

Before you finance a business.

A practical starting point for an acquisition financing conversation.

Gather what you have. You do not need a complete lender package to have a preliminary conversation with Pioneer.

01 Your buyer profile

- [ ] **Background and operating experience**
  Resume or short biography, including leadership, industry, and P&L responsibility.
- [ ] **Equity and liquidity**
  Available cash, source of equity, and an estimate of liquidity remaining after closing.
- [ ] **Partners and ownership**
  Proposed owners, ownership percentages, each person's role, and expected capital contributions.

02 The business and its financials

- [ ] **Historical and current financials**
  Business tax returns, profit-and-loss statements, and balance sheets. Bring available recent interim results.
- [ ] **Earnings adjustments**
  The seller's add-back schedule and supporting detail. Flag unusual or nonrecurring items.
- [ ] **Working capital and concentration**
  Available accounts receivable/payable reports, inventory detail, seasonality, and major customer exposure.

Connect the terms to the plan.

03 The proposed transaction

- [ ] **LOI or preliminary terms**
  Purchase price, what assets or equity are included, current deal stage, and target closing date.
- [ ] **The full project cost**
  Purchase price plus fees, working capital needs, near-term capital spending, and any related real estate.
- [ ] **Proposed financing sources**
  Buyer/investor equity, proposed seller note terms, requested bank financing, and any other debt.

04 Ownership and transition

- [ ] **Day-one responsibilities**
  Who will run the business, which key employees stay, and where the buyer will be based.
- [ ] **Seller support and dependencies**
  Transition period, training, licenses, key customer relationships, and knowledge that needs to transfer.
- [ ] **Advisors and diligence**
  Your attorney, accountant/QoE provider, broker or buy-side advisor, open diligence questions, and time-sensitive items.

Ready to talk through the acquisition?

Choose a pre-LOI or under-LOI conversation at:

pioneercapitaladvisory.com/acquiring-minds

This is a preparation checklist, not a complete lender requirements list. Required information, eligibility, structure, and approval depend on the transaction and lender.