

Bringing You More Money,
More Security, More Life



SERVICES TO SELLERS:

- Exit Planning/Evaluate Seller's Goals/Proper Timing to Sell
- Create Business Analysis and Valuation
- Prepare Sales Presentation & Confidential Business Review
- Develop a strategic, targeted Marketing Plan
- Market Business Confidentially
- Identify, Screen and Qualify Prospective Buyers
- Coordinate Seller/Buyer Meetings
- Negotiate and structure terms of the Purchase Agreement
- Coordinate with financial and legal advisors of seller
- Manage Due Diligence and transaction closing

SERVICES TO BUYERS:

- Evaluate buyer's goals and expectations
- Review buyer's financial resources and professional expertise
- Research appropriate businesses for acquisition
- Coordinate Buyer/Seller meetings
- Negotiate and structure terms of the Purchase Agreement
- Identify financial resources for buyer when appropriate

Business Brokerage and Mergers & Acquisitions

- Exit Planning
- Valuation
- Business Sales and Acquisitions

Specialities

- Businesses with Valuations Between \$750,000 and \$5 million
- Distribution Companies
- Light Manufacturing Companies
- Business Service Companies

Certifications

- CBI (Certified Business Intermediary)
- CBB (Certified Business Broker)

Affiliations

- International Business Brokers Association
- M&A Source
- California Association of Business Brokers
- Southern California Business Brokers Network

Education

- BS, Industrial Management, Louisiana State University

Henry Weaks Business Sales and Acquisitions

offers professional expertise and unparalleled customer service to both sellers and buyers of privately held businesses.

Every business transfer is unique with its own complexities. Reaching a successful completion requires guidance from an experienced intermediary who provides a proven step-by-step process.

This methodology combined with Henry's innovative ideas and imaginative solutions to unexpected issues that might arise, create a smooth transition of ownership and a win-win for both the seller and the buyer.



The Business Broker Who Has Walked in Your Shoes

Henry Weaks is a Certified Business Intermediary (CBI) and Certified Business Broker (CBB). Since joining Sunbelt Business Advisors in 2002, Henry has successfully helped hundreds of buyers and sellers throughout Southern California navigate through the process of selling and acquiring businesses.

The key to his skill and success is rooted in his personal experience. As the Owner and CEO for over 15 years of a large wholesale electrical and industrial supply distribution company, Henry successfully built and then sold his business to a large multi-national corporation.

That experience combined with the remarkable customer service he gives to his clients has made Henry Weaks Business Sales and Acquisitions a leader within the industry.

Henry is a graduate of Culver Military Academy and Louisiana State University where he graduated with a degree in Industrial Management.



SERVING LOS ANGELES, VENTURA
AND ORANGE COUNTIES

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