



transaction management consultants

Assess | Communicate | Deliver



**Professional guidance
every step of the way**

www.transactionmanagementconsultants.com.au

Buying a business is one of the most important financial decisions anyone can make.

The search and assessment process can be overwhelming and that's before the real work of executing the transaction has even begun. In a complicated world everyone needs a trusted advisor, advocate and where necessary, the voice of reason.



We assist buyers in ensuring that the assessment, negotiation and purchase process runs smoothly.

Some years ago accommodation industry professionals Tony Rossiter and Mike Phipps saw a need to create a process to assist buyers in ensuring that the assessment, negotiation and purchase process runs smoothly.

Tony Rossiter is a partner at nationally recognised accommodation industry expert accounting firm Holmans while Mike Phipps is the managing director of one of Australia's leading accommodation industry finance brokerages.

Whether you are a sole purchaser, a couple or a partnership of entities Transaction Management Consultants can assist at every step of the way.

What Transaction Management Consultants Pty Ltd Will Do

- Assist in initial assessment of the opportunity in conjunction with your specialist sales broker
- Assist in initial contractual negotiations and manage any re-negotiations required as a result of due diligence or valuation outcomes. We will communicate with your sales broker as part of this process.
- Where applicable assist in convening the initial partnership meeting
- Provide regular updates to the buyer / buyer group
- Assist in convening and chairing an initial purchase and advisor meeting as required
- Co-ordination of communication between purchaser and/or partnership entities and their advisors
- Advice and guidance in respect of transaction structure and entities including appropriate complying structures for Self-Managed Superannuation Funds (subject to independent advice)
- Advice and guidance in respect of the engagement of suitably qualified industry professionals
- Management of the due diligence process with your lawyer and accountant
- Co-ordination of documentation
- Co-ordination of the finance process in conjunction with Mike Phipps Finance
- Co-ordination and management of equity contributions
- Assist in identifying suitable staff (as required)
- Assist in introducing the purchasers to experienced industry operators and consultants as required



What Transaction Management Consultants Pty Ltd Will Not Do

- Provide investment advice
- Provide taxation advice
- Provide legal advice
- Proactively promote any investment opportunity
- Conduct formal financial or legal due diligence.

These processes will be undertaken by independent industry experts engaged by the client.

Please be aware that in offering this service Transaction Management Consultants Pty Ltd makes no undertakings or warranties as to the ultimate outcome of the intended purchase process or the performance of the business post settlement.

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Contact us

For an obligation free initial consultation give us a call or send us a email.

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It is important to understand that services offered by TMC Pty Ltd do not take the place of or constitute formal legal and accounting due diligence or formal valuation of the asset. You should engage these services at a time appropriate to your situation. Your bank will instruct a valuation report. TMC Pty Ltd can make recommendations in this regard. TMC Pty Ltd is not a sales agency. We strongly recommend that you engage with an industry expert sales brokerage in order to access opportunities.

TMC Pty Ltd and its directors are not financial advisors and do not hold an AFSL.

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