

Bidding Wars: How To Position Your Fund or Your Company to Win the Deal

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Sellers are currently enjoying a very healthy and long-running “sellers’ market” with frequent auctions, multiple offers, and high valuations. While price may be all that matters for some sellers, there are other important deal terms that a savvy buyer can offer to position itself to be the winning bidder. This article, the second installment of a two-part series, provides eight recommended steps buyers should take from the outset of any auction process through deal consummation when buying a target company.

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