

# 1 Checklist interested parties M&A

If you are interested in a company and would like to contact the company, please note the following points.

Every entrepreneur wants to know what kind of person is interested in their company, where their motivation lies and which intentions or future plans are pursued. The goal is to create a basis of trust at this early stage of the succession process. So try to present your person as transparently and authentically as possible and explain your motives in detail.

Write your thoughts down as you think them, because entrepreneurs like clear and direct announcements.

areas	priority	quality		
<b>1 Career</b> <ul style="list-style-type: none"> <li>- Work experience or curriculum vitae</li> <li>- What is the current situation?</li> <li>- Where are the reference points to the branch</li> </ul>	<b>A-B</b>	1	2	3
<b>2 motivation</b> <ul style="list-style-type: none"> <li>- Motivation for the acquisition</li> <li>- What added value can you bring</li> <li>- What are your intentions</li> </ul>	<b>A</b>	1	2	3
<b>3 conditions</b> <ul style="list-style-type: none"> <li>- Mandatory points from your point of view</li> <li>- Desirable points</li> </ul>	<b>A</b>	1	2	3
<b>4 financing</b> <ul style="list-style-type: none"> <li>- What own funds are available to you</li> <li>- Which external funds are available to you</li> <li>- Did you already want / have you bought companies</li> </ul>	<b>A</b>	1	2	3