



\$16.8 BILLION

In August 2018, our firm had almost 1,050 clients with combined gross revenues approximating **\$16.8 billion**.

\$1MM to \$350MM

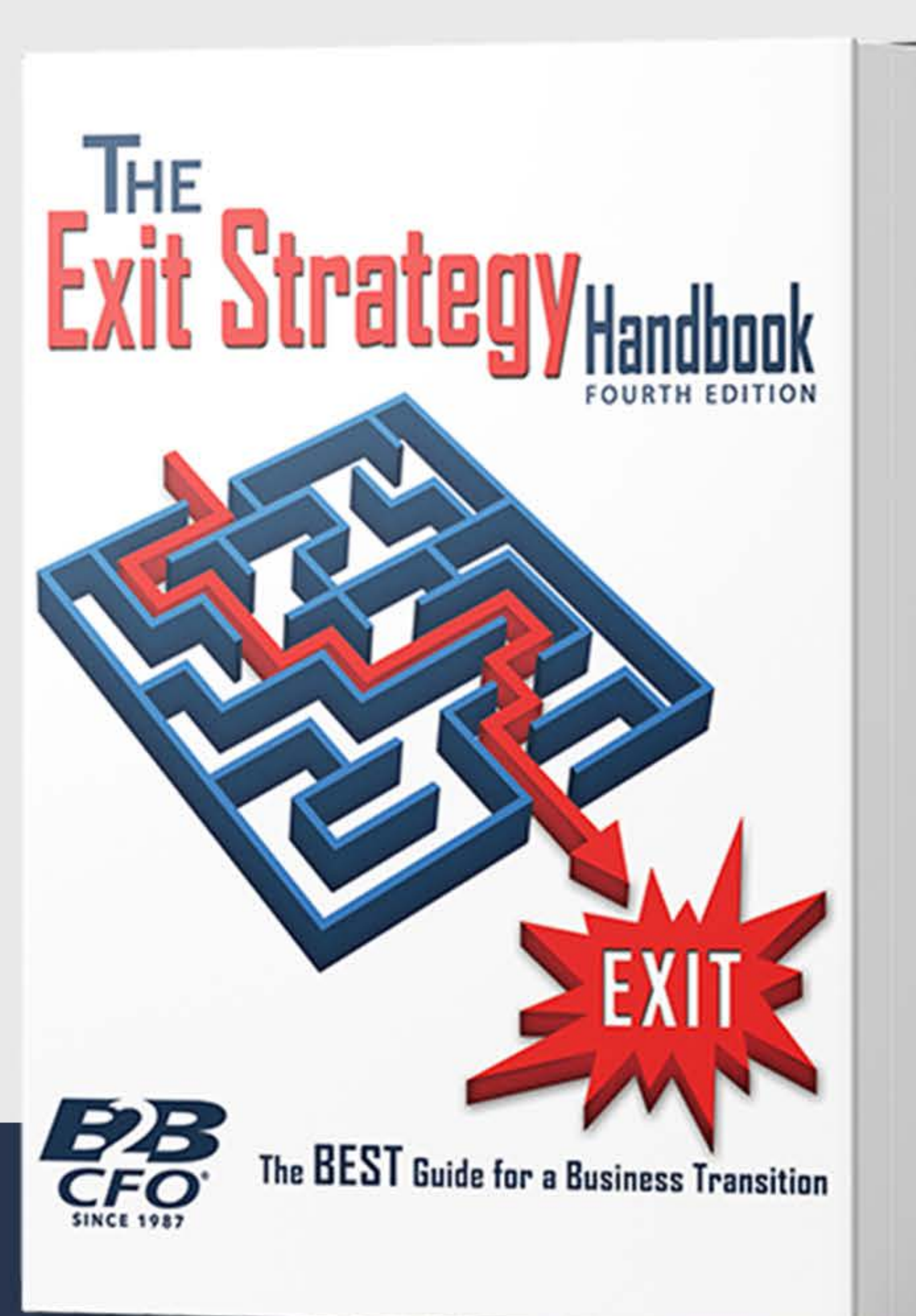
These companies included those with gross revenue from **\$1MM to \$350MM**.

5.6 YEARS

Our clients keep us around for a long time, with an average tenure of **5.6 years**.

51.5%

Our clients are entrepreneurs and **51.5%** of them are possibly thinking of selling their companies in the future. Currently **11%** of them are under contract with us to help them sell their companies.



Who Do We Serve?

We serve owners of privately held companies. We do not specialize in any one specific industry. Below are some of the key industries of our clients as of August 2018:

Manufacturing	18%
Construction	13%
Professional Services (Law, Engineering, etc.)	12%
Technology	7%
Healthcare (Professionals and Devices)	7%
Technology - Software	4%
Distribution	3%
Food Services	2%
Energy	2%
Other - (Dozens of industries which include: Retail & apparel, wholesale, real estate, transportation, auto dealership & service, telecommunications, financial services, logistics, property management, banking, staffing agencies, aerospace, specialty equipment, etc.)	32%

Our Locations

We have offices in 40 of the contiguous states in the USA. We serve clients in almost all states. Additionally, many of our clients have foreign divisions or subsidiaries in China, Europe and other countries around the world. Our size and our market share allow us to serve US-based privately held companies with their needs both in the United States and around the world.

