



NEWSLETTER



STOP! 5 Instant Deal Killers That Turn Off M&A Sellers (Free Guide)

Stop Costing Yourself Deals: Are You Making These 5 Buyer Mistakes?

In the Lower Middle Market M&A world, the reality is stark: 9 out of 10 aspiring buyers never close a deal. As Business Brokers and M&A Advisors, we instantly recognize specific behaviors that undermine trust and kill your chances.

Don't let preparation errors derail your acquisition. Wayne Wright shares the five critical red flags that signal you're a tire kicker, not a serious buyer:

The 5 Behaviors That Instantly Turn Off Brokers & Sellers:

- 1. Unpreparedness & Lack of Proof of Funds: Starting the conversation without a clear mandate, relevant experience, or the required financial documentation.
- 2. Demanding Free Consulting: Expecting us to spend 20 minutes explaining your mandate or asking for SBA coaching before demonstrating you are an actual buyer.
- 3. Leading with the "Wish List": Focusing only on a vague "buy box" (e.g., "send me companies under \$5M") instead of your qualifications and strategic fit.
- 4. Disrespecting the Seller's Life's Work: Critiquing the business prematurely (e.g., "I'd be replacing your team") or violating crucial confidentiality requests.
- 5. Dishonesty & Lack of Follow-Through: Making promises ("We have cash," "We can close quickly") and then stalling, disappearing, or breaking your word. Once trust is gone, the deal is dead.



Ready to Acquire Your Next Business Wright?

We specialize in guiding qualified, prepared, and respectful buyers through a clean, professional acquisition process.

If you're ready to move past the mistakes and gain access to great companies and serious sellers: Schedule a **FREE CONSULTATION**