



MERGER CANDIDATE EVALUATION GUIDE

Use this evaluation form to rank the criteria that you will utilize to evaluate a potential merger opportunity. The following is a list of business issues for you to consider when determining the suitability of a merger partner. Assign a numerical value of 1 to 5 (with 1 being least important and 5 most important) to each of the criteria. This will help rate candidates based on consistent criteria.

Rank each according to importance and priority

(1- low, 5-high)

- 1. Objectives of the owner. _____
- 2. Company culture and values. _____
- 3. Opportunity to expand current operation. _____
- 4. Opportunity to diversify operation. _____
- 5. Opportunity for geographic expansion. _____
- 6. Opportunity to expand product/skills. _____
- 7. Management ability/skills. _____
- 8. Current annual sales. _____
- 9. Nature of client base (demographic served) _____
- 10. Current number and age distribution of owners. _____
- 11. Number, tenure, skills, and abilities of support personnel. _____
- 12. Number, tenure, skills and abilities of the management personnel. _____
- 13. Prospective company's operation history, liability claim history, and other potential concerns. _____
- 14. Method of determining ownership distribution, salaries, decision making. _____
- 15. Other: *(please note)*

