

<b>Who Are We</b>	VERCOR is a leading provider of middle market investment banking services.
<b>Offices</b>	VERCOR has 17 offices worldwide, including Europe. For locations, visit <a href="http://www.vercoradvisor.com">www.vercoradvisor.com</a> .
<b>Key Figures</b>	<p><u>Transactions</u>: Our experts have executed transactions totaling over \$1 billion in value.</p> <p><u>Employees</u>: Our team includes over 30 dedicated professionals worldwide.</p>
<b>Services</b>	<p>VERCOR's dedication to the middle market affords you a wealth of resources once reserved only for companies with revenues of over \$100 million. This means a robust databank containing thousands of active and prospective buyers and private equity groups. Once we find the right match for your business, we have the expertise to complete your transaction masterfully from concept to completion.</p> <ul style="list-style-type: none"> <li>• Focus on the Middle Market</li> <li>• Robust Databank of Buyers &amp; Private Equity Groups</li> <li>• Cross Border Opportunities</li> <li>• Individualized Client Attention</li> <li>• Senior-Level Advice</li> <li>• Industry Expertise</li> </ul>
<b>VERCOR's Team</b>	VERCOR's Managing Directors have a total of over 200 years of mergers and acquisitions experience. Amongst our professionals are noted business authors, Certified Public Accountants, MBAs and attorneys. It is no wonder why VERCOR's dealmakers have drawn the attention of respected regional and national media outlets.
<b>Geographic Focus</b>	We are a leading provider of middle market investment banking services with offices throughout the U.S., Canada and Europe. Our global presence allows us to provide more cross-border transactions and financing options.
<b>Industries Served</b>	VERCOR's advisors have experience in a variety of industries including healthcare, technology, media, consumer and business services and manufacturing. In fact, our team has spoken at industry-related conferences and seminars around the world.
<b>Your Advisor in Wichita</b>	Patrick J. Finn has been selling middle market businesses since 1989. Nationally recognized and elected by his national peers to the Board of the Industry's largest trade association, Pat has sold businesses in many states throughout the Midwest and in addition has NYSE experience as a buyer of businesses.

Give your business the individualized attention it deserves backed with the world-class resources of a leading middle market investment bank.

**VERCOR - Wichita Office**  
**7570 West 21<sup>st</sup>, Bldg 1046**  
**Wichita, KS 67205**  
**316-722-3466**  
[www.vercoradvisor.com](http://www.vercoradvisor.com)

# Wichita Office



- ◆ 20 Years in Mergers and Acquisitions
- ◆ Securities Licensed to protect our clients
- ◆ Real Estate Licensed
- ◆ Past National Board Member – International Business Brokers Association
- ◆ Founding member of largest Intermediary Trade Association in US
- ◆ Twice won national award as Chairman's Choice for M & A Source
- ◆ Nationally awarded Honor of Fellow by IBBA
- ◆ BSBA Rockhurst College
- ◆ MBA Wichita State University
- ◆ Past president of NYSE manufacturing subsidiary

## Important Considerations in selecting a Dealmaker

### Licensing -

**SECURITIES** - In a stock sale if an intermediary is not licensed, *Seller carries the risk of rescission*

**REAL ESTATE** - Requirements vary by state

**Knowledge and Experience** - Structure and timing could be as vital as price. Ability to know and secure qualified prospects vital to success. What is the knowledge base in re-caps and structure? A proven track record is a paramount indicator. Is there a history of successful transactions?

**Investment Banking Attention** – In most cases, clients' asset are their businesses. Will you receive investment banking attention from a top officer and progress reports as the process unfurls? You deserve this.

**Focus of the Office** – Is the office's time and knowledge base exclusively dedicated to the middle market?

**VERCOR: Because you have only once chance to do it right.**

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