



Kaulkin Ginsberg is the most experienced advisor to the Accounts Receivable Management Industry

SELLER REPRESENTATION

If you are seeking to sell your business, and want to assure that you achieve maximum value while protecting confidentiality, add Kaulkin Ginsberg to your team - whether your company is privately held, publicly traded, seek a partial sale, or a complete divestiture.

We have completed more ARM transactions than any other firm and have a thorough understanding of the selling process and the complex motivations that come into play. By hiring Kaulkin Ginsberg, your shareholders will know that you maximized the price and terms in a sale.

As confidentiality and speed are important in any sale, our industry position provides the edge required to consummate the right transaction. We are able to quickly select highly qualified and reputable industry and non-industry buyers. Due to our visibility in the industry, companies approach us almost daily regarding their acquisition interests. As a result, we have an extensive network of active collection agency buyers and specific knowledge of their goals and, avoiding the need to broadly market any company for sale.

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"I am one of the most networked people in the debt collection industry and, like many others; I believed that I knew all of the buyers out there for my agency. I would never have met West and done this deal without you."

– Jim Richards, Founder and CEO, Attention, LLC

"I would not hesitate to recommend your fine firm to any agency owner who is contemplating a sale of his or her company."

– Doug Schultz, CEO, United Recovery Systems LP

"From the very beginning of the process, the staff at Kaulkin was patient, understanding of the demands of daily business, educational of the process we were undertaking, and very prepared for the peaks and valleys along the way."

– Lance T. Black, President, Northland Group, Inc.

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Our Seller Representation Credentials

- Completed more industry M&A transactions than anyone else, with businesses of all sizes
- Years invested in establishing relationships with many hundreds of the industry's most successful businesses
- Active industry board consisting of the most senior persons in their industry segments
- Staff and industry knowledge is such that virtually no lead time is required in ramping up for almost any industry assignment
- Proprietary industry and investor database is likely the world's most complete information about collection agencies
- Members of the firm routinely speak at industry conferences regarding M&A trends, agency value and the state of the industry
- Kaulkin Ginsberg has published *The Kaulkin Report* since 1994 - the industry's most authoritative writing on the events shaping the industry
- Chaired three conferences, including the industry's largest, and two M&A conferences
- Sister company of Kaulkin Media, which connects the professional debt collection community with creditors and includes insideARM.com®, as well as several industry newsletters

"I would strongly recommend Kaulkin Ginsberg to any collection agency or receivable management company considering a merger, sale, or acquisition."

— Charles Meadows, President, Board of Directors,
Mutual Hospital Service, Inc.

"We engaged Kaulkin Ginsberg because we knew that you were connected to the market and could move quickly while protecting confidentiality..."

— Bruce Passen, President & CEO,
Hilco Receivables Group

"There is no doubt in our minds that contacting Kaulkin Ginsberg was the best move we made."

— Pete Nance and R.T. Caldwell,
Co-Founders of FAMS

"You successfully brought together a buyer and seller that would not have found each other without the benefit of your extensive network of industry professionals and a strong knowledge of the strategic objectives of both participants."

— Doug Wilwerding, President,
Omnium Worldwide, Inc.