

News in Brief:

Survey Shows Bosses Struggle With Financial Management

A survey of 600 business leaders by time-effective.com has revealed that the majority of bosses find financial management one of the weakest links in their skill set. Less than 4% said they felt controlling the financial side of their business was their strongest point. If you feel your business needs some financial focus and direction then contact Blue Sky Corporate Finance to see how we can help you.

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Blue Sky Bulletin

Issue 17

Welcome to Issue 17 of the Blue Sky Corporate Finance newsletter.

Business Research Services—Reduce the Risk—Prepare

If you are looking to buy, sell, invest or raise finance for a business then Blue Sky's range of research based services are designed to help you reduce the risk of a transaction you are considering making.

Our Research Services provide a critical step in any potential investment, acquisition or sale process of a business and primarily fall into the following three areas: **Deal Origination**; **Sale Mandate** or **Due Diligence**.

Deal Origination

If you are looking for an acquisition or an investment opportunity, Blue Sky offer a deal origination research service to help you to identify the right acquisition or investment target. We can help you to benchmark your target against its contemporaries, research the trading trends in the market sector, approach the owners of your target and help gauge the appetite for a deal, and all of this is undertaken before you invest any of your own valuable time and effort.

Sales Mandates

Alternatively, if you are looking to sell your business (or part thereof) it is imperative that you find the right buyer and get the best price. Our sales mandate service helps you to research the global market to identify the most likely buyers, approach the agreed list of potential buyers (on a confidential basis on your behalf) and then help to assess the true extent of the prospective buyers interest.

Due Diligence

And finally, but by no means least, Blue Sky's due diligence service. Once an acquisition or investment opportunity is identified it is vital that rigorous checks are made to ensure that "all is as it seems." Our team of independent and expert advisors have extensive experience in a wide range of sectors and are able to undertake in-depth research on a target business and then report back in a clear and concise format on any significant concerns, enabling you to make an informed decision whether to proceed or not.

Nobody wants nasty surprises and to protect against them it is worth appointing an expert in this field to carry out the necessary checks for you - remember, it's often what you don't know that hurts.

By identifying risks and issues in advance means problem areas can be dealt with in the agreements so they are less likely to become the subject of a dispute after the transaction has been completed.

Wherever your possible research interests lie why not contact Blue Sky to discuss your requirements in more detail and see how we can ease the burden and help give you peace of mind. All discussions will be treated in the strictest of confidence.

Call 0345 258 3759, email Miranda@blueskycf.com or visit www.blueskycf.com to find out how Blue Sky Corporate Finance could help you.

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