

# ABMI

MERGERS & ACQUISITIONS

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Joe Bodine, CEO of ABMI Mergers & Acquisitions Inc. (ABMI), tells us how the final quarter of 2014 panned out for his firm.



Business brokers across the US are independent agents who sell small businesses valued up to US\$15m. A typical business broker works with five to ten sellers at a time.

Unfortunately, this industry has a horrible reputation

for costing small business owners many millions because of their lack of expertise.

It's hard to believe, the entire industry is made up of unregulated "cowboy" and "lone ranger" independent business brokers. After 20 years of being caught in this broken industry, Joe Bodine, the CEO of ABMI Mergers & Acquisitions, made the daring and long overdue decision to fix the process.

"Imagine when you sell... a team of six well-seasoned professionals, who have spent their entire lives running accounting firms, working as lawyers, buying and selling businesses and running companies of all types, show up at your door and offer to help?" says Bodine.

"They use their combined lifetimes of experience as they evaluate, price, package, market, interview buyers, arranging financing and finally close the transaction. The ABMI team understands you spent your lifetime of blood sweat and tears building this company that's become a direct reflection of who you are."

ABMI's Q4, says Bodine, was the best he had seen in over a decade. "As we contemplate this article, we are actively managing seven transactions across multiple industries and have other deals on the brink of selling. I attribute this to the favourable market conditions discussed earlier and the way we are serving our clients."

And things are looking good for 2015, he says. "Given the continued exodus of retiring baby boomers, we expect to build up to the best 10 years the brokerage industry has ever experienced."

# KSA

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KSA is a firm located in Lévis, in the vicinity of Quebec City, offering a wide range of legal services.

Deep loyalty.

This is what distinguishes KSA, attorneys.

Deep loyalty to its clients. Deep loyalty to its environment.

KSA is a firm located in Lévis, in the vicinity of Quebec City, essentially dedicated to the service of small and medium size businesses, manufacturing businesses, construction businesses, financial institutions as well as public and parapublic institutions.

More than twenty law professionals practice in sectors such as Business Law, Construction Law, Environmental Law, Entertainment and Intellectual Property Law, Civil and Commercial Litigation, Bankruptcy and Insolvency Law as well as Labour and Administrative Law. Most of its lawyers are bilingual, regularly perform work outside the province of Quebec and abroad and some also have a complementary education in common law or business management, or are members of the Law Society of Upper Canada or another professional order, such as the Ordre des Ingénieurs du Québec.

Our Counsel, Serge Kronström, started his practice with his father Roger Kronström. KSA relies on the experience of lawyers with more than 30 years or practice, and the dynamism of young professionals devoted to customer service.

The creation of KSA, attorneys shows the commitment of all its partners and team to provide you with a high quality service, courteous and best suited for your needs.

Oriented towards meeting the client's objectives, our lawyers combine professionalism and creativity to ensure our commitment is met: Exceeding your expectations, on time, all the time.

# Macauley, Bangura & Co.

Web: www.mbclegal.org

MACAULEY, BANGURA & CO. has successfully positioned itself as the law firm of choice for legal, consultancy and investment business in Sierra Leone.

MACAULEY, BANGURA & Co. is a relatively new player in the legal field in Sierra Leone. The firm was set up to meet the obvious gap in the provision of legal, consultancy and other services that was emerging towards the end of the conflict in 2000.

The partners have positioned themselves to meet these anticipated developmental strides in the expanding legal and private sectors in order to respond to the rapidly changing needs of clients both within and outside the jurisdiction of a new and investment-hungry Sierra Leone. Consequently, the firm is now ranked as one of the top five law firms in the country and Sierra Leone's largest.

MACAULEY, BANGURA & Co. has grown from an initial three lawyers to now include numerous associates and legal officers, all qualified to practice as barristers-at-law and solicitors. This ensures that the firm maintains its undertaking of rapid, quality service to clients as partners, and other lawyers of the firm are on call 24 hours a day to attend to the needs of clients.

MACAULEY, BANGURA & Co. prides itself on its competitive edge and maintains excellent relations with all the key players in the public, private and legal sectors in Sierra Leone, ensuring a complete service in investment, consultancies and legal matters. The firm is committed to first-class service delivery and is research-oriented, with young, dynamic, fast-paced and client-focused lawyers.

The lawyers in the firm can call upon over twenty years' experience of private and institutional practice including practicing in the offices of the Attorney General and Solicitor General of Sierra Leone and other law firms prior to the establishment of MACAULEY, BANGURA & Co. The firm has undertaken work since its inception for clients ranging from government and quasi government departments and agencies, corporations, foreign investors and sovereign states.

MACAULEY, BANGURA & Co. aims to ensure the satisfaction of its clients and to this end undertake to ensure that "the client is never disadvantaged". As Sierra Leone continues to enjoy sustained economic growth and stability, the firm of Macauley, Bangura & Co. has seized the opportunity to position itself as the law firm of choice for legal, consultancy and investment business in Sierra Leone.