

INSIGHTS + NEWS

Amy Morrissey Writes “Growing your business: Step one, preparing for the deal” for the Worcester Business Journal

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Small business owners may dream about attracting the attention of a major company and getting acquired for millions of dollars, but it's important to take some critical steps so that these dreams don't turn into nightmares. In the article “Growing your business: Step one, preparing for the deal” in the *Worcester Business Journal*, Amy Morrissey provides actions business owners can take to boost their chances of snagging the deal of their dreams. Here is an excerpt:

The first step in every merger or acquisition is due diligence: conducting a comprehensive appraisal of a business to evaluate its commercial potential. It may sound deadly boring, but skimping on tedious financial or legal work could result in a less lucrative deal. It's not that different from preparing a house for sale: cleaning and staging it will often fetch a much higher price. I've worked on hundreds of mergers and acquisitions and have witnessed the importance of due diligence. I've seen deals fall apart completely because records were too messy, while others went for a premium because of companies' meticulous books.

Continue reading the full article “[Growing your business: Step one, preparing for the deal](#)” on the *Worcester Business Journal* website (subscription required).