

United Companies



6985 S. Union Park Avenue, Suite 650, Salt Lake City
(801) 565-UTAH (8824)

www.unitedbusinessbrokers.com • www.unitedmanda.com

The sale of a closely-held business can be a challenging event for business owners, particularly during this period of dynamic economic activity. United Companies offers its clients in the Intermountain Region comprehensive advisory and transaction assistance through its business brokerage, merger and acquisition, and capital consulting divisions.

FIRM HISTORY

The United Companies began as a business brokerage in 1992, after its founder, Michael Drury, had grown through the ranks of a local business brokerage house. Primarily due to the personality and unique skill sets of company president Michael Drury, United experienced dramatic growth and in just five years became the brokerage powerhouse of the Utah market. In 1998, the company officially began operating a middle-market merger and acquisition division, which today is the largest local private transaction advisory firm in Utah. Acquiring competitors in Las Vegas and Boise in 2003 and 2004 added greater capabilities to service clients' needs across the Intermountain Region.

LOCAL PROVIDERS OF INTERNATIONAL SOLUTIONS

United Business Brokers (UBB) is an innovative, professional transaction firm that focuses on the sale or transfer of small businesses ranging from \$250,000 to \$5 million in transaction price. UBB specializes in attracting qualified buyers who are typically displaced corporate executives and general managers looking to achieve the American dream of owning a business. UBB pre-qualifies all buyers to make sure the buyer is paired with the right business according to experience, financial ability and personality. UBB is also the only international business brokerage firm in Utah. UBB is affiliated with Sunbelt Business Advisors Network for Idaho, Nevada and Utah, which also has 340 offices internationally. On another global level, UBB is a member of the International Business Brokers Association – the largest organization of business broker professionals, with the pinnacle of ethics and professional standards.

United Mergers & Acquisitions (UM&A) focuses and provides professional merger, acquisition, divestiture and valuation services to sellers and buyers of middle market businesses in the Intermountain West ranging from \$5 million to \$100 million. During this period where market attention to such assets as intellectual property, goodwill and intangibles is ever increasing in value, UM&A recognizes that clients need to be more aware of how to capture such intangible value and takes rigorous steps on behalf of its clients to se-



cure it in a transaction. UM&A is committed to delivering an unparalleled level of client service, drawing upon UM&A team's financial skills, operating backgrounds and ownership experience. UM&A's staff of CPAs, analysts, business economist, IT staff and several research professionals, including its strong technical network affiliations, have propelled UM&A to national recognition. To date, UBB and UM&A have consummated nearly 600 transactions. UM&A's success is the product of creating a competitive and confidential market for its clients, which results in better matches and higher selling prices for their owners.

GLOBAL AFFILIATIONS

UM&A is also a partner with IMAP (International Network of Merger & Acquisition Partners), which is the largest M&A partnership in the world. Currently, IMAP has 80 offices in more than 35 countries. IMAP provides an additional international dimension of service to its clients. United's membership in this elite group of English-speaking M&A Advisory firms gives it access to immense global knowledge, representing every major industry. United is the only member of IMAP in the Intermountain Region and continues to leverage this relationship to provide comprehensive, world-class service.

"I trusted United to sell my business, and they exceeded all of my expectations. I was very impressed by United's creative solutions and ability to negotiate with professionals from both sides. United not only found a buyer that provided more cash than I expected, but one that took excellent care of my employees as well. I strongly recommend them."

—Dave Richards, EVCO House of Hose