

Due Diligence Process Key Learning Points



Due Diligence Process

Key Learning Points

Due Diligence is about
discovery and verification

Find the Skeletons

Check you have been told
the truth

Due Diligence Process

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Caveat Emptor!

Buyer Beware!

**Make sure you understand
all the risks in the deal**

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Finesse the terms

Re-negotiate

Walk away

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Information is the key

You cannot be too
exhaustive

Legal

Financial

Everything to do with the
Business

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Customers

Suppliers and Distributors

Management

Employees

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Templates get you started

No perfect template

Every deal is unique

Use your Advisers'
experience

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Process Management

Get Organised

Prepare your Negotiation
Strategy

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Make sure to convene your
Negotiation Strategy
Meeting

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Management Issues can be
the most contentious

Don't ignore them or leave
them for later

Beware of strong
personalities running a
personal agenda

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