



How do I select an agent to assess the market?

Look for someone who is dedicated, offering good technical support and operating in the same markets (size is not always a relevant criterion).

Attend trade shows to make initial contacts.



How do I decrease the risks associated with a joint venture agreement with an unknown partner?

Strictly define the terms of business.

Both companies must share the same views on how to value a business.

The joint venture's management must have real authority of its own.



When considering the acquisition process, how do I minimize the risks of choosing a lame duck?

Formulate very strict financial objectives by which to evaluate the company or companies.

Don't overlook soft issues such as morale of key staff, motivations of seller, political background and environmental liabilities.

Do a thorough due diligence search.