

Trucking and Transportation Consulting Firm Ahern & Associates Receives Accolades from Business Owners for Services

PHOENIX, AZ, UNITED STATES, May 7, 2015 /EINPresswire.com/ -- Ahern & Associates, the premier transportation consulting and mergers and acquisitions advisory firm, continues to receive numerous accolades from transportation companies for assisting them in the most important business decisions of their lives. Ahern & Associates has been involved in an M&A advisory capacity for clients for the past 28 years. The firm's clients have been involved in over 450 acquisitions of transportation and logistics companies and rely on Ahern's expertise to assist sellers in identifying areas that need consistency before a client approaches them.



The firm recognizes that in order to successfully sell a business, owners need to understand what it is that strategic buyers look for. Many times, Ahern is approached by a business broker or an investment banker who have been retained by a seller but are not sure what the operational "red flags" might be that could derail a sale. In these instances, they utilize Ahern's assistance to help their clients close the sales process successfully and efficiently.

Recently, one Ahern & Associates client stated, "I was not personally actively looking to sell my company... prior to Ahern, I was getting contacted at least once, and as many as three times a week. They made it sound so good I tried twice... the buyers were looking for a quick deal, with no concern for me, the owner, and no knowledge of my business. Andy, on the other hand, before he did anything, sent in an industry expert and spent three days onsite evaluating the business model, reviewing financial statements, customer base, and went as far as interviewing a cross-section of our employees. He then provided a very useful report, showing the strengths and weakness of my company. Ahern did an outstanding job on all fronts, from bringing the buyer and seller together, and also acting as a consultant and a cheerleader to get me through one of the most important transactions of my life."

Another satisfied client indicated, "I want to thank you for helping me cross the finish line, and I'm happy to refer your services to anyone in the transportation industry... the deal would probably never have closed without Mr. Ahern and his team. In fact, the buyer had approached me previously, before engaging Mr. Ahern, and they were not able to proceed until Andy got involved... "

Yet another recent client stated, "My dealings with you far exceeded my expectations, starting with your initial detailed company review, along with the on-site visits from your professional consultants. We gained valuable insight about our company's true strengths and weaknesses. As we went forward with finding the right partner to acquire our business, things even got better; your ability to locate the best financial opportunity was surprisingly coupled with matching with a partner who shared our same values and cultures... I realized this was part of your plan."

Since Ahern & Associates is not a business broker or investment banker, and instead works with strategic buyers throughout the United States and Canada, it has a solid record of knowing what

strategic buyers are looking for. Establishing a price and being emotionally prepared are the first steps to selling a business. However, sellers must make sure they are properly prepared, answering questions like, "How do you qualify a buyer?" "What type of information do you release to a buyer?" "What type of information does a strategic buyer look for?" "How do you capture the information, in a format that is easily understandable?" "How do you know that your company is realistically priced?"

The philosophy of Ahern & Associates is that before a seller begins a sales process, he or she needs to understand what, if any, obstacles need attention. Most sellers look at only price and have not the slightest idea what to expect in the due diligence process.

For more information about Ahern and Associates, interested parties can visit www.ahern-ltd.com or call 602-242-1030.

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About Ahern & Associates, Ltd.

Ahern and Associates is North America's leading trucking and transportation management consulting firm. The skilled consultants at Ahern and Associates specialize in mergers and acquisitions of trucking and logistics companies as well as the restructuring and evaluation of existing carriers that seek to increase operating efficiency and improve profitability. Since 1987, Ahern and Associates has aided hundreds of buyers in the acquisition of trucking and logistics companies throughout the U.S. and Canada as well as assisting many transportation and logistics companies in reducing their overall operating costs and increasing their profitability.

For more information, please call 602-242-1030 or visit <http://www.ahern-ltd.com>.

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