

Questions to Ask Your Investment Banker

- Does this investment bank have capacity to take on my deal?
- Is your deal team personally accountable for the success of my transaction?
- Is this investment banker driven by fee or by principle?
- What is the continuity of your deal team?
- Does this investment banking team have any conflicts of interest? What portion of this investment bank's deals represent my potential buyers?
- Does this investment banker have experience working with family-owned and founder-led companies like mine?
- How customized will the buyer messaging and process design be?
- Does this investment banker offer capital raising / leveraged finance solutions?
- If they don't offer leveraged finance solutions, does the investment team have leveraged finance experience?
- How involved will the senior investment banker be in the execution of my transaction? Who will be making calls to the buyers?
- How involved in the transaction process will my investment banker and deal team be after the LOI phase?
- How many deals has the team completed?
- Does this investment banking team have relevant experience in my sector?
- Does your firm have references I can contact?