



GLEN D. MICHALSKE
Managing Director, North Carolina



A NEUMANN & ASSOCIATES, LLC
Postal Box 500
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Atlantic Highlands
New Jersey
07716

FOCUS

- To provide expert guidance and advice through the entire M&A process
- Honest Valuations: Utilize independent 3rd party professionals for a “fair-market appraisal” for any purpose – no obligation to sell – updates within 24 months
- M&A Advisory: From valuation, marketing and due diligence to closing, we help business owners sell their business while maintaining complete confidentiality and maximizing financial return

EDUCATION and EXPERIENCE

- MBA from Weatherhead School of Management, Case Western Reserve University, Cleveland, OH with undergraduate in Industrial Management
- Experience: Results-oriented, executive with extensive experience in general management, business development, strategy, operations, global selling, brand and product development and marketing
- Talks Your Language: Business Owner since 2002 and understands the difficulties and rewards of owning a business

WHAT OUR CLIENTS CAN EXPECT

- Professional Approach – Decades of experience and client satisfaction; no high pressure sales
- National Coverage – Backed up by an extensive nationwide network of business brokers
- Confidentiality – Maintained and preserved through every step of the process
- Efficient Marketing – Precision execution; maximizing exposure
- Qualified Buyers – Prequalification of buyers to eliminate wasted effort
- Cost-Efficiency – No retainer or consultation fees; minimizing seller risk
- Success – 85% of viable businesses sold within 12 months of engagement

ACTIVITIES

- Enjoys boating, woodworking and travel