



THOMAS (Tom) N HEWLETT
Managing Director



A NEUMANN & ASSOCIATES, LLC

**Postal Box 500
84 First Ave
Atlantic Highlands
New Jersey
07716**

FOCUS

- Valuations: An independent 3rd party “fair-market appraisal” for many different purposes; no obligation to sell – updates within 24 months
- M&A Advisory: From valuation to marketing to due diligence to closing, we help business owners sell their business while maintaining complete confidentiality and maximizing financial return using a proven process honed over 30 years and hundreds of deals

EXPERIENCE

- Entrepreneur: Understanding of various situations; 2nd generation owner/operator of a family business, raised capital, launched new businesses, managed & sold businesses
- Consultant/Advisor: 25+ years advising small to middle market businesses on mergers and acquisitions, capital formation, valuation, business plan development, cost reduction, exit and succession planning; wholesale, distribution, retail, foodservice and financial service companies with annual revenue ranges from \$1MM to \$250MM

EDUCATION

- B.S. in Quantitative Business Analysis from the Pennsylvania State University
- MBA with concentrations in Entrepreneurship & Finance from the Tepper School of Business at Carnegie Mellon University (WSJ and US News Top 20 Business School)

**WHAT OUR
CLIENTS CAN
EXPECT**

- Efficient Marketing: Strong value proposition to buyers – motivated sellers who are realistic about terms, conditions and value – results in more buyers, more offers and ultimately higher transaction value
- Qualified Buyers: Buyers are pre-qualified for financial viability meaning our Buyer offers are much more likely to result in a closed transaction

**PROFESSIONAL
MEMBERSHIPS
and LICENSES**

- Certified Expense Reduction Consultant
- Member of the International Association of Business Mediation Consultants
- Certificate from the Investment Banking Institute in Financial Modeling & Valuation
- Multiple Chambers of Commerce, Masonic Lodge of Hatboro

ACTIVITIES

- Spending quality time with family and friends
- Attending my son and daughter’s baseball and basketball games
- Hiking, reading and playing pickleball