

## FOCUS OVERVIEW

## LAW FIRM MERGER SERVICES

FOCUS INVESTMENT BANKING FORMS DEDICATED  
LAW FIRM MERGERS AND ACQUISITION TEAM

## LAW FIRM MERGER SERVICES OVERVIEW

FOCUS has a history of investment banking services tailored to vertical industry solutions. Our Business Services Team has long been a leader in Managed Service Providers and Human Capital Management M&A. We have applied our comprehensive buy-side process to the law firm merger market utilizing our experienced investment bankers, research team, and technology/AI tools.

Our law firm clients will see a dramatic increase in both the quantity and quality of merger targets meeting their specifications for size, areas of practice, geography, culture, and other criteria important to them. We have a significant banker presence in both the U.S. and Europe. This allows our clients to participate in cross-border transactions to help grow their firms globally.

FOCUS is your firm's outsourced corporate development partner, and our success-weighted fee model aligns with the interests of our clients. We also provide our clients with access to capital for Lift Out transactions, bridge or longer-term financing.

We are licensed M&A investment banking professionals. Securities transactions are conducted by FOCUS Securities LLC, an affiliated company, registered broker-dealer, and member FINRA/SIPC.

## TEAM CONTACTS

**BOB LIPTON**

Managing Director  
646.354.3270

[bob.lipton@focusbankers.com](mailto:bob.lipton@focusbankers.com)

**BOB MAIDEN**

Managing Director  
215.353.0486

[bob.maiden@focusbankers.com](mailto:bob.maiden@focusbankers.com)

**APRIL TAYLOR**

Managing Director  
202.470.1976

[april.taylor@focusbankers.com](mailto:april.taylor@focusbankers.com)

**KATE ELLIOTT**

Director of Research  
215.353.0486





[kate.elliott@focusbankers.com](mailto:kate.elliott@focusbankers.com)

**BOB BEARD**

Chief Compliance Officer and  
Managing Director  
404.557.1045

[bob.beard@focusbankers.com](mailto:bob.beard@focusbankers.com)

## SAMPLE TRANSACTIONS

 <p>has acquired</p> <p>77 attorneys from Covington &amp; Berke LLP New York 2018</p>	 <p>has acquired</p> <p>Salomon, Green &amp; Ostrow, P.C.</p>	 <p>has acquired</p> <p>Six-Attorney Equipment Finance Practice Group</p>	 <p>has acquired</p> <p>Delson &amp; Gordon</p>
--	--	--	--

## FOCUS OVERVIEW

# A LEADING MIDDLE-MARKET INVESTMENT BANK WITH DEEP INDUSTRY EXPERTISE NATIONWIDE FOOTPRINT AND GLOBAL REACH

## ABOUT US

Combining more than 40 years of M&A advisory experience, FOCUS Investment Banking delivers results for middle-market clients across 11 industry coverage groups. With a team of over 100 banking professionals supported by senior advisors and specialists in operations, research, compliance, and marketing, FOCUS provides clients with comprehensive expertise and seamless execution.

## WHO WE ARE

- Middle market investment bank since 1982; serving clients from \$10-\$300M in transaction size
- Nationwide presence with 30+ bankers and 15+ staff and advisors
- Deep industry experience in targeted industry verticals
- Seamless cross-border transaction capabilities giving clients access to global buyers, investors, and opportunities in today's dynamic international market.

## WHAT WE DO

**Sell Side**

FOCUS delivers superior results with a systematic, comprehensive sales advisory process targeting the optimal acquirer for each client's business.

**Buy Side**

FOCUS helps companies grow via targeted acquisition campaigns that reach a wide variety of companies, including companies not actively for sale.

**Capital Raise**

FOCUS arranges debt and/or equity financing to help fuel client growth.

**Industry Practice Areas**

Agribusiness and Food  
Automotive  
Business Services  
Consumer  
Government & Defense  
Industrials & Energy  
Healthcare  
Manufacturing  
Supply Chain  
Technology Services  
Telecom

CONDUCTED OVER  
**250**  
TRANSACTIONS FIRMWIDE

## WHY FOCUS

- **Deep Operating Expertise:** Our senior bankers bring real-world C-level operating experience, giving us unique insight into your business—and how to position it for maximum value.
- **Senior-Level Attention—Start to Finish:** Every engagement is led by a senior banker who remains hands-on throughout the process, ensuring experience and accountability at every step.
- **Tailored Strategies, Not Templates:** No two businesses are alike. We customize each process to align with your goals, timeline, and legacy.
- **Best-in-Class Research Power:** Our in-house research team leverages top-tier data platforms and proprietary insights to uncover the right buyers, investors, or targets others might miss.
- **Proven Results Across Industries:** With hundreds of successful transactions and satisfied clients, our track record speaks for itself—ask us for references.

OVER  
**40**  
YEARS OF MIDDLE MARKET  
EXPERIENCE