When liaising with a 3rd party, understand which region their office caters for. Important to build up relationships early during your career. Late stage relationships can seem opportunistic.

- **Private equity**
  - Main examples in Birmingham: Beechtree, NorthEdge, LDC, Inbank House, Inflexion, Equistine, Orbis, BGF Fresh Equity

- **Corporate finance advisors**
  - Altium, Atlanta, Clearwater, Rothchilds, Springboard, Accounting firms

- **Credit funds & Clearing banks**
  - Work for lenders is normally model building. Credit funds are useful to obtain information about precedent deals.

- **Regional accountants**
  - Can have clients that want to sell, may have to provide a referral fee as no quid pro quo relationship

- **Lawyers**
  - Similar to above, but ensure dealing with partners. Can build a quid pro quo relationship.

- **Wealth managers**
  - Wealthy people wanting to sell their business will often contact their wealth managers for advice. CF advisors can build a quid pro quo relationship by referring ex-owners who have sold their business to wealth managers.

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