



HANK S. JAMES

Every privately held business will be sold or transferred ultimately. It may be in a private sale, an IPO or a merger. When there is no planning, that ultimate transfer may be by bankruptcy or by the estate.

Hank has helped owners of privately held businesses plan the sale and successful transfer of their businesses for over eighteen years. Since 1982, he has been President/Principal of Corporate Finance Associates (CFA).

CFA specializes in helping owners of medium-sized businesses sell their businesses. CFA is a partner in nationwide network of similar organizations that share information of potential buyers and sellers of medium-sized businesses.

In his current merger and acquisition work, Hank helps sellers: prepare for the sale, value the company, market the company, negotiate and finance the transaction. For companies interested in preparing their companies to sale, long term, he facilitates strategic planning retreats.

For corporate buyers, he conducts comprehensive acquisition searches, consults on valuations, pricing and structuring.

Prior to CFA, Hank was a Project Manager in the Corporate Development Department of Kaiser Aluminum and Chemical Corporation. In that position, he was responsible for corporate acquisitions and divestiture projects. In his career with Kaiser, he held other management positions including Chief Engineer of a major division, General Purchasing Manager, Project Manager on design and construction of chemical plants and Maintenance Superintendent.

Hank's education includes Bachelor's and Master's Degree in Chemical Engineering. He holds an California Real Estate Brokers License, a California General Contractor's License and a California Professional Engineer's License. He is a Certified Business Opportunity Appraiser (CBOA) and has earned the Certified Business Intermediary (CBI) designation from the International Business Brokers Association.



He is active in the San Francisco CEO Club as the local coordinator and facilitator for the CEO Club's Presidential Advisory Councils. He is a member of the Association For Corporate Growth, the California Association of Business Brokers, the International Business Brokers Association and The M& A Source.

Corporate Finance Associates

3067 Avellano Dr, Walnut Creek, CA 94598, 925-934-3072 Fax 925-934-3077

hankjames@cfaw.com