

FOR INVESTMENT BANKERS

SAY YES TO THE DEALS YOU HAVE TO TURN DOWN

Oaklyn Consulting takes the deals below your floor, outside your model or short on certainty.
You keep the referral source, the client and the future revenue.

Every decline costs you something



Too small

Below the fee floor that makes a success-fee engagement worth your team's time.



Too uncertain

An unclear outcome means months of work that could end with no fee.



Too complex

Board conflict, family disagreement or messy governance that eats hours.

**Each one came from a referral source you want to keep.
A flat no may mean you miss the next call.**

We take the deals you can't

No minimum deal size.
Our ceiling is your floor.

Built for the deals outside the success-fee model, run by investment bankers working as consultants.



Sell-side processes of any size

Including owners who want a limited, self-directed sale.



Capital raises and recapitalizations

Venture-backed, founder-owned and family-owned companies.



Single-task and midstream work

Bid analysis, diligence, negotiation counsel, LOI to close.



Deals where people outweigh the numbers

Board and CEO tension, family disagreement, complex governance.

Why we will never compete with you

We bill by the hour. There is no success fee for us to chase.



No success fee

We earn the same whether or not a deal closes. Nothing pulls us toward your client.



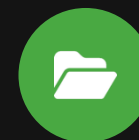
Clients come back

When a company grows into your model, we hand it back to you.



Reverse referrals

Deals that fit a success-fee bank come to us too. We send them up to you.

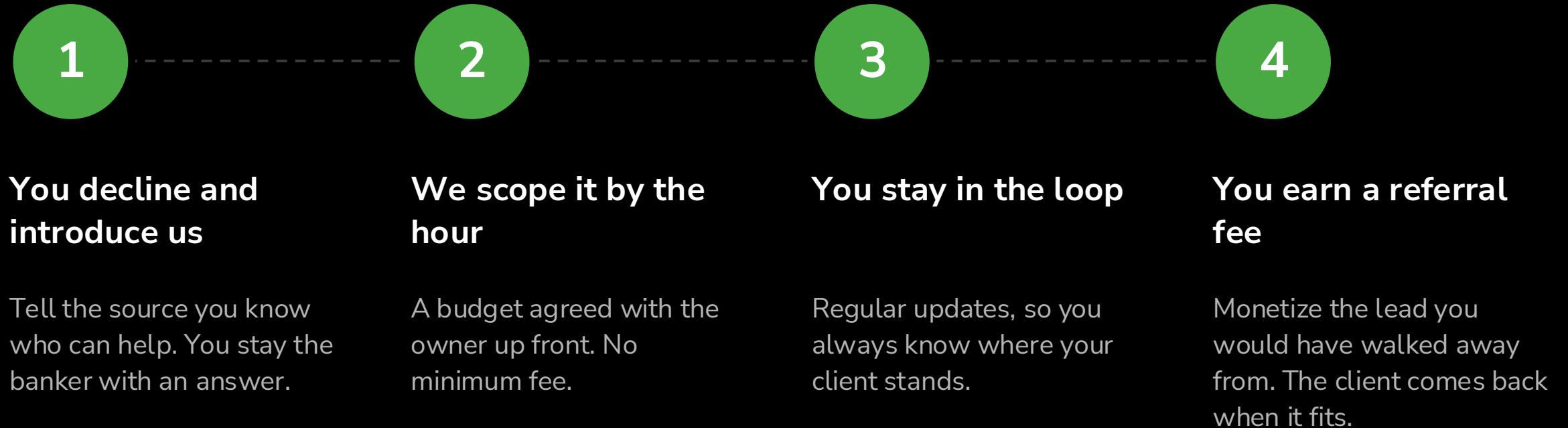


Shared materials

We share deal materials, so you can call investors you would not otherwise reach.

That is a fact about our structure, not a promise about our behavior.

How a referral works



Ten years of crucial capital decisions

200+

Clients advised

4,000+

Stakeholders served

200+

Transactions led or
advised by our
founder

\$7B+

In financings and
mergers led

Five-star client satisfaction rating. Mergers, acquisitions, capital raises, recapitalizations and joint ventures for founder-owned, family-owned, venture-backed and nonprofit organizations since 2016.

Deals other bankers passed on

BOUTIQUE BANK REFERRAL

Distribution company

\$15M–\$20M

in sales

Too small for a traditional M&A boutique. We backed the owner's self-directed sale with bid analysis, targeted outreach and negotiation counsel. Sold to a long-hold private equity fund.

OTHER BANKS SAID NOT A FIT

Essco Calibration Lab

\$84M

sale to Transcat

We joined midstream, LOI to close, on a limited-scope fee. "That was the real value of Oaklyn Consulting, being able to add them to the deal midstream." Mike Walsh, CEO

TOO RISKY FOR BANKS

Axial Exchange

40 → 150

buyers contacted in 7 months

No buyer emerged and the board closed the company. A board member still called it "a thorough, professional, top-notch job." Our advice never bends toward a close.

Hear it from our referral partners



You continue to be my go-to for business owners thinking about their business options. I appreciate your approach and everyone I have sent you has said good things.



I often think of you because of your innovative and client-aligned fee model. When you start with a consultative approach on the front end and are genuinely OK with a “don’t sell” recommendation, your objectivity is intact.



My network has appreciated your truly objective advice and upfront and clear cost of that advice. You give your time generously and are a competent and trustworthy resource at a time when many business owners are skeptical of advice.



It was a very helpful professional experience. You are very knowledgeable and explained your model transparently, even offering that you were probably not a good match. That is rare. Most people try to force fit their model to every opportunity.



Watch Richard Greene of Clarus Advisors on referring complex deals at oaklynconsulting.com/peer-referrals

Bankers on your side of the table



Frank Williamson

Founder & CEO

- Harvard Business School MBA
- Led or advised on 200+ transactions
- Led \$7B+ in financings and mergers
- C-level executive or board member for 10 organizations



Rob Tyndall

Managing Director

- 20+ years as an M&A investment banker
- Built and led new investment banking practices at larger banks
- Execution lead at boutique M&A advisory firms
- Former management consultant at Bain & Company

SEND US THE ONE YOU WOULD OTHERWISE DECLINE

Tell us about the deal. We will tell you straight whether we can help, and you keep the relationship either way.

[SCHEDULE A CONSULTATION](#)

Frank Williamson, Founder & CEO

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