Frequently Asked Questions

What is The McLean Group?

The McLean Group is a national investment bank providing merger and acquisition (M&A), capital formation, business valuation, litigation support, exit planning and market intelligence services to middle-market businesses generating up to $500 million in annual revenues.

What makes The McLean Group unique?

The McLean Group is among the few private, middle-market investment banks with a national presence and international reach. This gives The McLean Group's clients the ability to leverage M&A transactions on both a national and international level. In addition, every engagement is handled by an experienced senior managing director, which is typically not the case with larger investment banks.

Where is The McLean Group located?

Headquartered in Washington, DC's technology, communications and government contracting corridor, the firm is among the largest independent middle-market investment banks in the region. The McLean Group has 29 offices nationwide, serving domestic and international clients with a broad resume of successfully consummated financial transactions.

Does The McLean Group have industry specialties?

The McLean Group is primarily a general investment bank, meaning that it works with businesses in all industries. The McLean Group also has various industry specialties that are listed on our Partial List of Industry Experience, which is included in the press kit.

What valuable resources does The McLean Group use?

The McLean Group has a large research staff that leverages state-of-the-art, proprietary corporate information and transaction data, and supports the firm's investment bankers on behalf of the firm's clients. The McLean Group also has a Board of Advisors composed of prominent members from diverse backgrounds who provide invaluable guidance and leadership to the firm and its clients. For a full listing of The McLean Group's management team and Board of Advisors, please visit the firm's site at www.mcleanllc.com.

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What types of M&A services does The McLean Group offer?

The McLean Group offers sell-side representation, acquisition advisory, business divestiture, management buyouts and recapitalizations, and capital formation. The McLean Group uses its expertise in a wide variety of industries to identify the most probable and most suitable candidates to complete a transaction under the best terms for its clients.

What types of capital does The McLean Group raise?

The McLean Group raises senior debt, subordinated debt and equity. The firm's senior bankers are deeply involved in every step of the process, which includes:

- Refining and creating clients' business plans, financials and forecasts
- Advising clients as to optimal capital structures, company valuations and deal terms
- Preparing placement and offering memoranda
- Identifying and contacting the appropriate capital sources
- Acting as clients' representatives with capital sources
- Acting as a lead for negotiations, and
- Coordinating and facilitating transaction closings

How many years has The McLean Group existed?

The McLean Group was founded in 1992 by Chairman Dennis Roberts.

Are The McLean Group's bankers licensed?

All of The McLean Group's bankers must be FINRA licensed securities representatives. For a full listing of individual bankers and their biographies, please visit www.mcleanllc.com/ourteam.htm.

Is The McLean Group registered?

The McLean Group is a FINRA Registered Broker Dealer and Member FINRA/SIPC.

Is The McLean Group affiliated with any associations?

The McLean Group has international reach through its affiliation with the International Network of M&A Partners (IMAP), a cooperative international association of 62 investment banks in 34 countries. IMAP enhances the firm's ability to access strategic buyers, merger candidates and financial resources worldwide.