

A Guide for Potential Buyers: What to Expect During the Divestiture Process

Even if you are a seasoned buyer or seller of business assets, a Commission-ordered divestiture differs from a typical, privately negotiated transaction. Importantly, you are acquiring assets from a seller who will become your competitor. This guide will help you understand what to expect from a Commission-ordered divestiture so that you can navigate the buying process successfully.

Communicate with FTC staff at every stage of the process.

From negotiating the acquisition agreement to performing due diligence to post-divestiture integration, FTC staff is available to discuss your concerns. Inform staff (or the monitor, if one is assigned) of any issues or concerns as soon as they arise. Be aware that FTC staff will

