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# The Mergers and Acquisitions Guide to Agentic AI

From a flood of buyer enquiries you cannot answer in time to a digital deal assistant that qualifies every one, gates every confidence, and knows exactly where the advice line sits.

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**FOREWORD**

# The deals are coming. The capacity is not.

**A**ustralia is at the front edge of the largest transfer of business ownership in its history. Around half of the country's 2.6 million small and medium businesses are run by owners over 50, and more than 500,000 by owners aged 60 or older. Close to half of those older owners intend to exit within five years, almost all of them to retire, yet only about a quarter have any succession plan in place.<sup>1</sup> The mandates are coming whether the market is ready or not.

The constraint for most advisory firms and business brokers is not finding deals. It is handling the volume of contact each mandate creates. A single sell-side listing can draw dozens of buyer enquiries, most of which will never transact, all of which arrive expecting a fast, confidential and knowledgeable reply. The genuine buyer and the tyre-kicker look identical in the first email. Sorting them is slow, repetitive work, and it lands on the very people whose time is worth the most.

This guide is about a specific, practical answer to that problem: an agentic artificial intelligence (AI) voice agent, a digital worker, that fields every buyer enquiry, qualifies it against your criteria, manages the non-disclosure agreement (NDA) and the data room gate, answers only from materials you have approved, and books the genuine buyers straight into an adviser's diary. It is written for principals, directors and associates at corporate advisory firms, business brokers and search funds who want the leverage without losing control of the two things that matter most in this work: confidence and judgement.

We have tried to be honest throughout. There is a clear line we keep returning to, the line between running a process and giving financial or investment advice, and between marketing a business and breaching a confidence. A good deal of this guide is spent making sure the technology stays firmly on the right side of both.

## **Brad Riley**

CEO, Agntic.ai

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1. Australian Bureau of Statistics business counts, as summarised in industry reporting, 2025: roughly half of 2.6 million Australian SMEs are owned by principals over 50 and more than 500,000 by owners aged 60 or older. Survey evidence reported in 2025 indicates about 48% of older owners plan to exit within five years and around 24% hold a formal succession plan.

## — WHAT IS INSIDE

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# Agentic AI, in plain language

Before the benefits, the basics. What a digital deal assistant is, why it is different from the chatbots you have already met, and the two boundaries that make it safe to put in front of buyers.



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**THE IDEA**

## A worker, not a chatbot.

You have used generative AI already. You type a question, it writes you an answer, and the conversation ends there. It is a clever tool, but it waits for you and does nothing on its own.

Agentic AI is the next step. An **agent** is given a goal, a set of rules and access to the tools it needs, and it carries the task through from start to finish. On a deal, the goal is simple to state: answer the enquiry, find out who is asking and whether they are real, and move the genuine ones into your process the way a sharp associate would, while keeping the confidential details locked until the gate is passed.

That is why we call it a **digital deal assistant** rather than a chatbot. It speaks naturally, by phone and in writing, it listens, it asks the qualifying questions you would ask, and then it acts: it issues the NDA, tracks the signature, grants data-room access against your rules, answers approved questions, and books the meeting. When something falls outside its rules, it hands over to a person.

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## A chatbot answers. A digital worker finishes the job, holds the confidence, then knows when to step back.

The difference shows most in the first forty-eight hours after a mandate goes live, and after hours, when the serious offshore buyer reads your teaser at 11pm. A chatbot might capture a name. A digital deal assistant holds a real conversation, qualifies the buyer, gets the NDA signed and the meeting booked, and leaves a clean record in the file by morning.

None of this replaces your judgement. It removes the repetitive, interruptive work that stops you from doing the parts of the deal that genuinely need an adviser: reading the buyer, shaping the negotiation, earning the trust of a vendor selling the business of their life.

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**THE TWO RULES**

# What it must never do.

A digital deal assistant in an advisory firm is built around two boundaries that do not exist in most other businesses. It runs the process around a transaction. It does not give advice, and it does not give anything away.

The first line is the advice line. The agent does not value a business, does not recommend whether to buy or sell, does not opine on price, terms or structure, and does not give financial product or investment advice. The second line is the confidence line. The agent does not reveal the identity of a vendor, the existence of a process, or anything from the confidential information memorandum until a buyer has been qualified and the NDA is signed.

**THE LINE, IN ONE SENTENCE**

**The agent runs the process and holds the confidence. Advice, valuation and judgement always belong to a person.** If an enquiry strays toward the worth of the business, the terms of a deal, or anything an adviser should weigh, the agent's job is not to answer it. Its job is to capture it and hand it to the responsible adviser, who is the only one licensed and qualified to respond.

This is not a limitation we apologise for. It is the design. A firm that adopts this technology should be able to tell a vendor, hand on heart, that no confidence was ever exposed to an unqualified party and no advice was ever given by a machine. Everything in the rest of this guide is built on top of those two promises, and Section Five sets out exactly how they are enforced.

# A day on the deal desk

The cost of a slow, manual enquiry process does not appear on any report. It shows up as a serious buyer who went quiet, a weekend lost to qualifying tyre-kickers, and a vendor wondering why the phone is not running hot. Here is the day as an adviser actually lives it.



## — PRIYA'S THURSDAY · A BOUTIQUE ADVISORY

# One mandate live, three deals running, two hands.

Priya is an associate at a three-person corporate advisory. A sell-side teaser went out yesterday. Nothing here is unusual. That is the point.

## MORNING

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8:10 **Inbox already full.** Fourteen buyer enquiries overnight from the teaser. Three look serious, the rest are unknown. Each one wants the information memorandum now.

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9:30 A genuine trade buyer who emailed at 11pm has still not had a reply. They have moved on to another adviser's listing by the time Priya reaches them.

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11:00 **NDA admin.** Priya issues four NDAs, chases two from last week, and grants data-room access to one buyer, checking each name by hand against the vendor's exclusions list.

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12:45 A caller pushes for a number: what is the business worth, what is the multiple. Priya is in a meeting; the call goes to message bank. The buyer hears nothing back today.

## AFTERNOON

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2:00 **The same questions, again.** Turnover, headcount, lease, reason for sale. Priya answers them one buyer at a time, from memory, hoping she is consistent across all fourteen.

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4:30 The director asks for a status on the pipeline. Priya cannot say cleanly who has signed, who has stalled, and who was never real.

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6:15 Phones to message bank. From now until morning, every buyer reading the teaser after work hears a recording, on the very evening they were keen.

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**THE INVISIBLE COST**

## None of it was anyone's fault.

Priya is good at her job. The firm is well run. And yet by the end of the day a serious buyer has drifted, the pipeline cannot be reported cleanly, and a weekend of qualifying will be needed to work out who among the fourteen is real.

This is the trap of deal-process work. The losses are real but invisible. A buyer who goes quiet is not recorded as a lost buyer; they are simply an email that did not get answered in time. An hour spent on a tyre-kicker is not logged anywhere; it is just an hour the adviser did not have for the genuine party. Competitive tension that never built does not announce itself; it shows up later as a slightly lower price, or a deal that drifts past its timetable.

Because nobody can see the cost, nobody can justify hiring against it, and the team absorbs a little more each year. The work that gets dropped is always the same work: the after-hours enquiry, the second follow-up, the patient qualification. The work, in other words, that a digital deal assistant is built to pick up.

The rest of this guide is about handing that specific layer of work to an agent, so the next mandate looks different: every enquiry answered within minutes, every buyer qualified against your rules, every confidence held, and Priya free to do the part of the job that actually wins the deal.

# The five jobs a digital deal assistant does best

Not everything in a deal should be automated, and the heart of advisory work never will be. These five jobs are where an AI voice agent is genuinely strong, and where firms see the change first.



## — WHERE IT EARNS ITS PLACE

# Five jobs, done properly, every time.

**JOB 01****ANSWERED**

## Fielding every buyer enquiry

Every enquiry picked up within minutes, by phone or in writing, at every hour, including the after-work and weekend reads when serious buyers first make contact. No message bank, no buyer lost to the next adviser who replied faster.

**JOB 02****QUALIFIED**

## Qualifying buyers against your criteria

The agent asks your screening questions: identity, funding, mandate, sector fit and prior acquisitions. It separates the genuine party from the perennial enquirer, and records the answers so the judgement call is yours, made on real information.

**JOB 03****GATED**

## NDA's and data-room access

It issues the non-disclosure agreement, tracks the signature, checks the buyer against the vendor's exclusions, and grants staged access to the information memorandum and data room only once the gate is passed. Nothing confidential moves before it should.

**JOB 04****HANDLED**

## Answering approved process questions

Routine questions about the process, the timetable, and the non-confidential facts you have cleared for release, answered consistently from your approved materials, with anything touching value, terms or advice passed to an adviser.

**JOB 05****TRACKED**

## Booking, follow-up and pipeline hygiene

The agent books qualified buyers straight into the responsible adviser's diary, follows up the ones who have stalled, and keeps the buyer log current: who enquired, who signed, who accessed what, and where each party sits. Your Monday pipeline meeting reads itself, because the record kept itself.

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**WHY THESE FIVE**

# High volume, low judgement, high stakes.

The jobs worth handing over share a shape. They happen often, they follow rules you already have, and getting them wrong costs you a buyer or a confidence. That is precisely the shape an agent handles well, and where an adviser's time is wasted.

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## ~500k

Australian businesses are owned by people aged 60 or older, the front of a long wave of sale and succession mandates.

ABS BUSINESS COUNTS, REPORTED 2025

## ~1 in 3

Australian deals in 2025 involved a foreign buyer, the highest share in a decade, so enquiries arrive across time zones and after hours.

AUSTRALIAN M&A REPORTING, 2025

## ~40%

of announced deals do not close within their stated timetable, the kind of drift that fast, consistent process is built to reduce.

BCG 2024 M&A REPORT

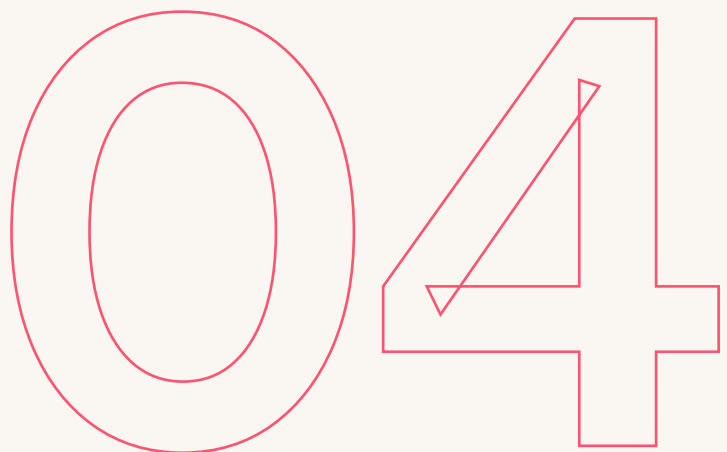
Read those numbers together and the case is straightforward. Deal flow is not the problem; a structural wave of mandates is arriving. The problem is the narrow set of moments where a serious buyer tries to reach you and cannot, or where a process drifts because the routine work fell behind. Hand those moments to an agent and you keep the deals you were already winning.

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Sources: ABS business counts, summarised in 2025 industry reporting (more than 500,000 businesses owned by principals aged 60+). Australian M&A market reporting, 2025, on foreign-buyer share (foreign buyers around 30% of transactions, the highest in a decade). Boston Consulting Group, The 2024 M&A Report (around 40% of deals did not close within the timeline set out in their announcement documents).

# What a slow, manual process really costs

A slow reply feels like nothing. A handful of them on every mandate, across a year, is a different story. Here are the four quiet leaks, and what they add up to.



## — THE LEAKS LEDGER

## Four leaks, one total.

The annual figures below are illustrative drivers for a three-adviser boutique running about a dozen mandates a year, not a quote. They count adviser time only, valued at a conservative \$150 an hour fully loaded. Every firm's numbers differ. The value of laying them out is that the leaks stop being invisible.

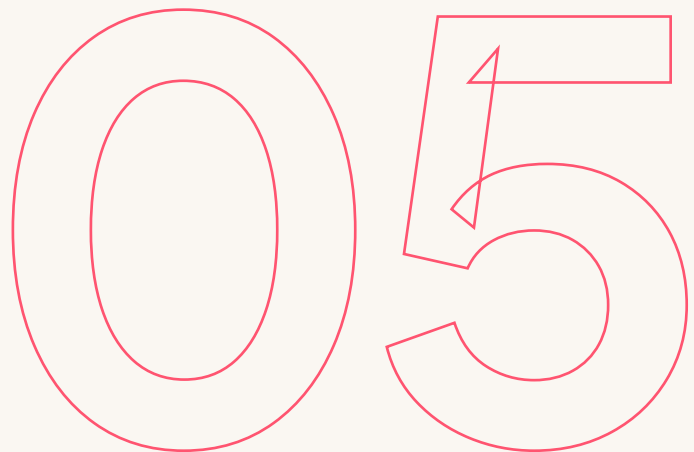
<p><b>Qualifying unsuitable buyers</b></p> <p>~540 unqualified enquiries a year across all mandates, at ~20 minutes of first-touch and screening each. About 180 hours.</p>	<b>\$27,000</b> /yr
<p><b>Issuing and chasing NDAs and access</b></p> <p>Drafting, sending, tracking and following up NDAs, then checking names and granting data-room access by hand. About 80 hours.</p>	<b>\$12,000</b> /yr
<p><b>Answering the same buyer questions</b></p> <p>The repeated process and non-confidential factual questions, answered one buyer at a time from memory. About 100 hours.</p>	<b>\$15,000</b> /yr
<p><b>Pipeline follow-up that slips</b></p> <p>Re-engaging buyers who went quiet, and rebuilding the buyer log before each pipeline meeting. About 120 hours.</p>	<b>\$18,000</b> /yr
<p><b>The combined leak (about 480 adviser hours)</b></p>	<b>\$72,000</b> /yr

That is roughly \$72,000 a year in adviser time alone, close to a quarter of a full-time equivalent, spent on work an agent can carry. It is also the smaller cost. The larger one, a serious buyer who cools before you reply or a process that drifts toward the roughly 40% of deals that miss their timetable, sits on top of this and is harder to price. A digital deal assistant addresses all four leaks at once, and Section Eight builds the full model with your own numbers.

Timetable figure: Boston Consulting Group, The 2024 M&A Report (around 40% of deals did not close within the timeline set out in their announcement documents). Hours and rates are illustrative.

# Confidentiality, licensing and the line you never cross

This is the section that matters most in deal work and the one most guides skip. How a confidence is protected, where the financial-advice line sits, and exactly how the agent is kept on the right side of both.



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**CONFIDENCE IS THE WHOLE GAME**

## Nothing moves before the gate.

In a sale process, confidentiality is not a nicety. A leaked mandate can unsettle staff, customers and suppliers, weaken the vendor's position, and in the worst case end the deal. The buyer-facing layer is exactly where that risk lives, because it is where unknown parties make first contact. A digital deal assistant has to be built to protect the confidence by default, not retrofitted to it.

That means the agent works to a strict sequence. It can share the blind teaser, the non-identifying summary you have approved. It cannot reveal the vendor's identity, the existence of the process to a named party, or anything from the confidential information memorandum until the buyer is qualified and the NDA is signed and checked against the vendor's exclusions list. Access to the data room is staged and logged, granted only on your rules.

It also respects the law that sits around price-sensitive information. Where a transaction touches a listed entity, the agent is built never to disclose material non-public information, in line with the insider-trading and continuous-disclosure provisions of the Corporations Act 2001 (Commonwealth). When a buyer is a foreign person, the agent flags it for the adviser to consider foreign investment screening, because foreign buyers now make up close to a third of Australian deals and the Foreign Investment Review Board (FIRB) thresholds and timelines must be weighed by a person, not assumed away.<sup>2</sup>

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## A buyer should learn the name of the business only after they have earned the right to know it.

The personal information the agent collects from buyers, identity, contact and funding details, is handled under your firm's privacy policy and the Australian Privacy Principles. From 10 December 2026, the Privacy Act reforms require organisations to disclose in their privacy policy when decisions are made by substantially automated means, so a firm using an agent should plan that wording now. Every interaction leaves an audit trail: who enquired, what was disclosed, when, and on whose authority.

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2. Corporations Act 2001 (Cth), insider-trading and continuous-disclosure provisions. Foreign Investment Review Board, monetary thresholds (indexed annually; the standard business threshold was \$339 million for 2025, with a nil threshold for foreign government investors). Privacy Act 1988 (Cth) and the Australian Privacy Principles, as amended by the Privacy and Other Legislation Amendment Act 2024.

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**THE ADVICE BOUNDARY, ENFORCED**

## How the line is held.

Section One set the rule: the agent runs the process and holds the confidence, never giving advice. Giving financial product advice or dealing in a financial product is licensed activity under the Corporations Act, and carrying it on without authority carries serious penalties. The agent is built to stay clearly on the administrative side of that line.

### THE AGENT WILL

- + Share the approved blind teaser and non-confidential facts

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- + Qualify buyers and record identity, funding and mandate

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- + Issue and track NDAs, then gate the data room on your rules

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- + Flag foreign buyers and listed-entity sensitivities for adviser review

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- + Hand over to the responsible adviser the moment a question touches advice

### THE AGENT WILL NOT

- Value the business or comment on the multiple or price

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- Recommend whether to buy, sell, or accept any terms

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- Give financial product, investment, tax or legal advice

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- Reveal the vendor or the memorandum before the gate is passed

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- Disclose material non-public information, by any channel

### HUMAN IN THE LOOP

An adviser is never removed from the deal. The agent is a layer in front of the routine process, with clear escalation paths back to your team and a standing instruction to hand over the moment a conversation needs judgement or touches advice. You set the rules; the agent keeps to them; you can see everything it did.

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**GOVERNANCE YOU CAN SHOW**

## Built to be inspected.

Deal work runs on trust, and a digital deal assistant should add to your governance, not subtract from it. Because every enquiry, disclosure and access grant is logged, you have a clearer record of the buyer-facing process than most firms keep today, when a phone call or a quick email leaves no trace at all.

That record supports the obligations your firm already meets: your confidentiality undertakings to vendors, your handling of personal information under the Australian Privacy Principles, your anti-money-laundering and know-your-client checks, and the terms of any Australian Financial Services Licence (AFSL) or exemption you rely on. The agent operates inside those frameworks rather than around them, and it can prove, party by party, that the confidence was held and that no advice was given.

It also makes review simple. You can read transcripts, listen back, and adjust the agent's rules in plain language. If you decide a particular vendor's name must never be spoken until partner sign-off, or that a particular type of question always escalates, that change is made once and applied to every conversation from then on. Consistency, in other words, becomes a setting rather than a hope.

This guide is general information, not legal, financial or tax advice. Before you go live, your own licensing position, privacy obligations and confidentiality undertakings should be confirmed with the appropriate adviser. What the technology gives you is a buyer-facing process that is easier to govern, not harder.

# Under the bonnet

You do not need to be technical to use this, but it helps to know what is happening when a buyer makes contact. Here is the whole thing, in six parts.



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**HOW IT WORKS**

# Six parts, one process.

**PART 01****It picks up and identifies**

The agent answers the enquiry in a natural voice or in writing, on the first attempt, day or night, and tells the buyer they are dealing with the firm's automated assistant. It captures who is asking before it gives anything away.

**PART 03****It gates the confidence**

It issues the NDA, tracks the signature, checks the buyer against the vendor's exclusions, and releases the memorandum and staged data-room access only once the gate is passed. Nothing confidential moves early.

**PART 05****It escalates and books**

When a buyer qualifies, or a conversation needs a person, it books the meeting straight into the adviser's diary or hands over cleanly. It never tries to carry a negotiation or a judgement itself.

**PART 02****It qualifies against your rules**

Identity, funding, mandate, sector fit, prior acquisitions: it asks your screening questions and records the answers, separating the genuine buyer from the perennial enquirer so your judgement runs on real information.

**PART 04****It answers only what is approved**

It works from the materials and answers you have cleared: the teaser, the process, the non-confidential facts. Anything touching value, terms or advice is captured and routed to the responsible adviser, never answered by the agent.

**PART 06****It reports back**

Every enquiry, disclosure and access grant is logged, transcribed and summarised. You see the buyer log, who signed, who accessed what, and anything escalated, and you tune the rules from there.

# Before you switch it on

You can stand up a working agent quickly. The firms that get the most from it spend a little time first, getting the groundwork right. Here is what to map before a mandate goes live.



## — THE GROUNDWORK

# An hour of mapping saves a month of patching.

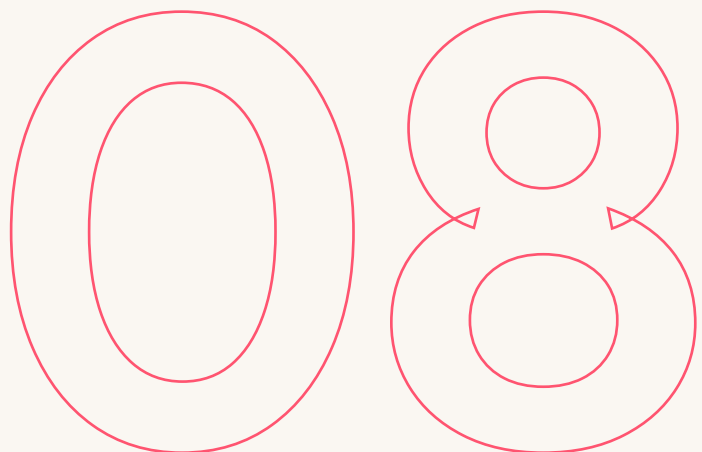
Getting an agent live is fast. The difference between a good launch and a frustrating one is whether you have written down the things your team currently hold in their heads. Work through this list before you switch it on for a mandate.

- Your buyer qualification criteria, in order of importance
- Your NDA template and the signing and counter-party rules
- What is confidential versus cleared for release, per mandate
- What must always go to an adviser, and to whom
- Foreign-buyer and listed-entity flags that trigger review
- The approved blind teaser and what it may and may not say
- The vendor's exclusions list of parties who must never be told
- The approved answers to common, non-confidential questions
- Your data-room access stages and who authorises each
- Who owns the agent's rules and reviews its reports

This is a short piece of work, not a project, and most of it is reusable across every future mandate. Most of it is writing down decisions you have already made informally. Once it is on paper, the agent can be configured to match exactly how your firm runs a process, which is the whole point: it should sound and behave like your firm, on its best day.

# Building the business case

An illustrative model, not a promise. Plug in your own numbers and the shape of the return tends to hold: it pays for itself on returned adviser hours alone, before you count a single protected deal.



## — AN ILLUSTRATIVE MODEL

## Where the return comes from.

A worked example to show the mechanism, not a quote. The numbers are illustrative and rounded; replace them with your own. The point is that the returns stack, and the returned hours alone usually cover the cost.

### THE SCENARIO · A THREE-ADVISER BOUTIQUE

Runs about 12 sell-side mandates a year, each drawing roughly 60 buyer enquiries, most of which are unqualified. Adviser time is valued conservatively at \$150 an hour fully loaded. The firm closes most mandates on a success fee, so a single additional completion is worth far more than the whole cost of the agent.

Where the return comes from	Illustrative annual figure
<b>Adviser hours returned</b> The ~480 hours a year from Section Four, no longer spent qualifying, chasing NDAs, repeating answers and rebuilding the pipeline, at \$150 an hour. Capacity redeployed to live mandates.	<b>\$72,000</b>
<b>Faster response, fewer lost buyers</b> Replying within minutes rather than a day keeps serious buyers warm and builds competitive tension. Recovering the equivalent of ~120 adviser hours a year, conservatively valued.	<b>\$18,000</b>
<b>Cost of the agent</b> Indicative annual platform cost for a firm of this size, plus the groundwork time to set it up in your first fortnight.	<b>(\$18,000)</b>
<b>Net illustrative return, before any extra completion</b> Returned capacity and protected deal flow, less the cost of running it. One additional completed mandate would dwarf this figure.	<b>\$72,000</b>

Read it conservatively and the case still holds. The returned hours alone cover the cost several times over, before the better buyer experience and the protected deal flow are counted, and well before a single extra completion, which on a success-fee model is worth a multiple of everything above. We will build this with your real numbers in a short call rather than ask you to take a generic figure on faith.

# What you don't need

Some of what holds firms back is not cost or risk, but a set of assumptions that are simply not true. Here are the ones worth retiring before you start.



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 MYTHS WORTH RETIRING

# Less than you think.

## YOU DON'T NEED

- To replace your advisers. The agent takes the repetitive layer, not the judgement

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- To rip out your CRM or data room. It connects to what you already run

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- To be technical. The rules are written and changed in plain language

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- A long IT project. A working agent is a matter of days, not quarters

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- To let it advise or value anything. By design, it never goes there

## YOU DO NEED

- + Clear buyer qualification criteria and a tidy NDA process

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- + Agreement on what is confidential and what is cleared for release

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- + Your privacy, confidentiality and licensing position confirmed

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- + One owner inside the firm who watches the reports

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- + A willingness to start with one mandate and grow from there

The honest summary is that the barrier is smaller than the reputation of "AI in dealmaking" suggests. You are not rebuilding your firm. You are adding a fast, well-governed layer to the buyer-facing process and keeping a firm hand on what it is allowed to do and say.

# In practice

Three composite firms, drawn from the kinds of deployments this technology suits. The names are illustrative; the situations are not.



## COMPOSITE CASE STUDIES

# What changed, and how fast.

## COMPOSITE · SELL-SIDE ADVISORY

### A three-adviser boutique

High enquiry volume per  
mandate, after-hours buyers  
lost, pipeline hard to report.

# 0

buyer enquiries left unanswered  
overnight after going live

## The overnight enquiry, kept.

The firm's worst moment was the forty-eight hours after a teaser went out, when enquiries arrived faster than two associates could answer and the keenest buyers often read it after work. The agent now replies within minutes at any hour, qualifies the buyer, and gets the NDA moving before a competitor's mandate catches their eye.

Within the first mandate the buyer log, which used to be rebuilt by hand before every pipeline meeting, kept itself, and the director could finally see who was real, who had signed, and who had stalled.

## COMPOSITE · BUSINESS BROKING

### A multi-office broker network

Hundreds of listings,  
inconsistent intake,  
confidentiality handled  
differently at each office.

# 1

consistent, confidential intake  
across every office and listing

## One front desk for every listing.

Enquiries were handled differently by each broker, and the confidentiality gate was only as strong as the busiest person's afternoon. The agent gave the network a single, consistent intake: it qualifies every enquirer, holds the teaser-to-NDA sequence the same way every time, and routes qualified buyers to the listing broker.

COMPOSITE · BUY-SIDE

## A search fund and its backers

Proactive outreach to owners, most of whom are not ready to sell, all of whom value discretion.

## After hours

owner conversations captured instead of lost to voicemail

## The discreet first contact, handled.

The fund's edge is patient, confidential outreach to business owners approaching succession. Many call back when it suits them, often after hours, and a voicemail kills the moment. The agent now takes that first call discreetly, explains who is asking and why, captures the owner's situation, and books a conversation with a principal when there is genuine interest.

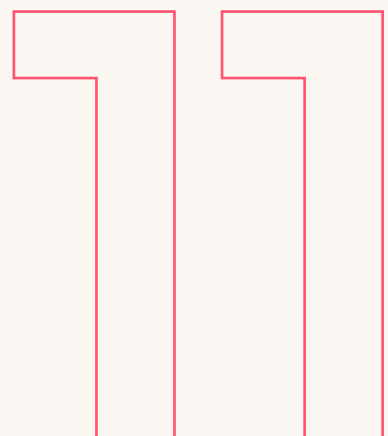
Sensitive details are captured only with the owner's clear agreement, and nothing about the fund's other targets is ever disclosed.

### A NOTE ON THESE EXAMPLES

These are composites built to illustrate common patterns, not named clients. Your firm's results depend on your deal flow, your qualification rules and how you choose to use the agent. We are happy to talk through a realistic picture for your specific practice.

# Questions advisers ask

The questions that come up in almost every first conversation, with straight answers.



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**FREQUENTLY ASKED**

## The honest answers.

### Will buyers know they are dealing with an AI?

Yes, always. The agent tells buyers plainly that they are dealing with the firm's automated assistant. Transparency is a requirement, not an option, and a buyer can ask for a person at any time.

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### Can it value the business or talk about price?

No. It does not value, opine on price or multiple, or give financial, investment or tax advice, by design. Anything touching value, terms or advice is captured and routed to the responsible adviser, who is the only one positioned to answer it. The whole guide is built on that boundary.

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### How does it protect confidentiality?

It works to a strict sequence: blind teaser first, then qualification, then a signed NDA checked against the vendor's exclusions, and only then the memorandum and staged data-room access. The vendor's identity and the memorandum never move before the gate is passed, and every disclosure is logged.

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### Does it work with our CRM and data room?

It connects to common deal and document systems through permissioned access, reading and writing only what you allow. We confirm compatibility with your specific stack before you commit to anything.

### **Will it replace our associates?**

No. It takes the repetitive, interruptive layer of the work so your people can focus on the buyers and vendors who need a human, and on the parts of the deal that win it. Firms generally redeploy their people onto more mandates rather than reduce them.

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### **What about a foreign buyer or a listed-company angle?**

The agent flags them rather than judging them. When a buyer appears to be a foreign person, or a transaction touches a listed entity, it routes the matter to an adviser to weigh foreign investment screening or disclosure obligations. It never makes that call itself.

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### **What happens when an enquiry is complex or sensitive?**

It hands over. The agent is built to recognise when a conversation has left its rules or needs judgement, and to escalate cleanly to the responsible adviser. You decide in advance which situations always go to a person.

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### **How long until it is live?**

Days, not quarters. The groundwork in Section Seven is the main task, and most of it is writing down how your firm already runs a process. After that, configuration and testing are quick, and the setup is reusable across future mandates.

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### **What if we want to change how it behaves?**

You change the rules in plain language and the change applies to every conversation from then on. Consistency becomes a setting. You can also listen back and read transcripts whenever you like.

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# Your first seven days

A short, concrete path from reading this guide to a live agent fielding your buyer enquiries. Three steps, one week.



## — FROM HERE TO LIVE

# Start with one mandate. Grow from there.

**DAYS 1-2****Map the basics**

Work through the Section Seven checklist for one live or upcoming mandate. Pin down your qualification criteria, the teaser, the NDA process and what is cleared for release. This is the real work, and it is reusable.

**DAYS 3-5****Configure and test**

We set the agent up to match your rules, connect it to your CRM and data room in a controlled way, and test it together against real buyer scenarios until it sounds like your firm and holds every confidence.

**DAYS 6-7****Go live on one mandate**

Point the agent at a single mandate, often the next teaser to go out, watch the buyer log and the transcripts, then widen its remit once you trust it. Small start, fast confidence.

**THE ONE DECISION TO MAKE THIS WEEK**

You do not need to commit to a full rollout. Pick the single thing that hurts most right now, the after-hours enquiries, the qualification load, or the pipeline you cannot report cleanly, and let an agent take just that. The rest follows from what you learn.

When you are ready, the best next step is a short walkthrough where we build a realistic picture for your firm: your numbers, your rules, and a clear view of what the agent would and would not do. No generic figures, no pressure.

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# Answer every enquiry. Never breach a confidence.

A digital deal assistant that qualifies every buyer, gates every confidence and routes every question of advice to a person, governed by your rules. Built for Australian advisers and brokers.

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## TALK TO US

Agentic.ai  
Book a 20-minute walkthrough for your firm

## ABOUT THIS GUIDE

General information only.  
Not legal, financial or tax advice.  
Confirm your obligations with the appropriate adviser.