

Andrew M. Wilusz

Andrew Wilusz is the Director of Mergers & Acquisitions at Value Management Inc. (“VMI”). VMI, based in Jamison, PA, helps clients gain clarity and realize value by providing investment banking and business valuation services. VMI's investment banking services focus on selling (& strategically buying) businesses in the lower middle market (typically valued under \$150 million). VMI is a valuation expert, offering clients comprehensive valuation services for privately-owned companies of all sizes (including ESOPs), corporate securities, and professional practices.

Andrew began working at VMI in 1991, the year it was founded; he became Director of Merger & Acquisitions in 1995. Andrew works with business owners (& their professionals), leading the deal team, serving as the client’s intermediary, initiating, and negotiating the sale (or strategic acquisition) of the business. He has worked on over 100 transactions, has been involved valuing over one thousand businesses. His experience spans three decades and various industries.

Mr. Wilusz is a member and past president of both the Philadelphia and Montgomery County Estate Planning Councils. He is also a member of the Association for Corporate Growth (ACG). Andrew has given numerous CE and CLE presentations on a variety of topics, addressing: Mergers & Acquisitions, Business Valuations, and Ethics for Estate Planning Professionals. Andrew has presented to businesses (mostly accounting & law firms) and numerous professional organizations, including: Bar Association of Lehigh Valley, Bucks County Bar Association, Bucks County Estate Planning Council, Berks Count Estate Planning Council, Burlington County Bar Association, Chester County Estate Planning Council, Estate Planning Council of Lehigh Valley, Montgomery County Estate Planning Council, Pennsylvania Bar Institute, Philadelphia Estate Planning Council (Brown Bag), and York County Estate Planning Council.