

The Quincy Group, LLC

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The Small Business Report

Published Every So Often



Founder's Report

Fred Canada

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It's a question we hear from every business owner: "How long will it take to sell my company?" They might as well ask me how long until the Mariners win a pennant, because my answer would be the same: I don't know, but it's always best to be prepared for the long haul.

Years ago, Pat and I put an ad in the paper to sell our travel trailer. We sold it to someone who called the first day the ad appeared, so we canceled it. Six weeks later we got a bill from the paper because the ad had continued to run. And yet we hadn't received a call on it other than the first one! It was a valuable lesson: All it takes is one interested party, one person looking for something that you're selling.

The shortest business sale for us: 3 weeks. The longest: 2 years. So as with the M's, be prepared for the long haul!

Meet Our New Associate: Alan DeWitt

We're excited to welcome Alan to The Quincy Group! We've known him for many years because of his affiliation with the printing industry. He's a great business person who operates with high integrity, and we're sure that he'll be terrific at helping people sell their companies.

Alan graduated from Montana State University with a Bachelor of Science in Accounting. His business experience includes accounting and management in heavy construction, graphic arts supply manufacturing, and electronics manufacturing. Over 21 years ago, after a successful career in accounting and with the encouragement of a major investor at his last place of employment, Alan purchased American Printing and Publishing in Kent, a company that he continues to manage and grow today.

Alan has been an instrument-rated private pilot since 1985, serving on the board of Valley Fliers Flying Club, and also serving on the board of a private school in Renton. He's been married for 25 years, and has two sons.

You can email Alan at alan@thequincygroup.net, and his phone is 206-319-9195.



Businesses Currently for Sale

- ◆ Home Décor Store
- ◆ Mailing, Printing Services
- ◆ Nanny Placement Service
- ◆ Marine Parts Wholesale
- ◆ Air Duct Cleaning
- ◆ Pilates & Fitness Studio
- ◆ Culinary-Based Education & Events Center
- ◆ Medical Transport—Non Emergency

Find these listings and more at: www.TheQuincyGroup.net

What We Do

- ◆ Business Sales
- ◆ Appraisals
- ◆ Mergers
- ◆ Acquisitions
- ◆ Transitioning
- ◆ Management Consulting
- ◆ Sales & Marketing Consulting
- ◆ Financial Analysis & Consulting
- ◆ Purchase, Sale, or Lease of buildings as it pertains to transitioning

Presentations

The Quincy Group has several presentations that we would be happy to give to your business-owner customers. Among them:

- ◆ How To Read Financials
- ◆ Top 10 Things to Consider if You're Buying/Selling a Business
- ◆ Staging Your Business for Sale or Transition
- ◆ The Best Time to Sell Your Business

If you have interested clients, a space, and a block of time, we can personalize any of the listed presentations to be specific to your area of expertise and knowledge. We can craft a presentation on any subject related to business buying or selling, or any form of consulting that we offer, including sales, marketing, and financial advice.



Contact Fred Canada at 206-459-2810 or Fred@TheQuincyGroup.net for additional information.

Do You Have... ?

- ⇒ A client who could use assistance with their internal bookkeeping/accounting processes?
- ⇒ A client who needs help with a sales or marketing project?
- ⇒ A client who needs a business appraisal?

**Refer them to
The Quincy Group!**

For more information contact Fred Canada at 206-459-2810, Fred@TheQuincyGroup.net.

Where We Operate

We provide our services in the states of Washington, Oregon, Idaho, California and Alaska.



*Alan can travel in style
to anywhere we operate!*