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The Small Business Report

Published Every So Often



Founder's Report

Fred Canada

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What's the most meaningful factor in boosting the percentage of deals that close? It's simple and human: Do the potential business buyer and seller like each other? If they do, your chances to close – provided all other pertinent business considerations are in place – are good. If the answer is “no,” it doesn't mean it won't happen, but hang on for a bumpy ride, and that ride may go nowhere. Sensitive questions arise in the early stages of discovery, and if the parties like each other and have mutual trust, it's much easier to move forward. After the sale, there can also be a transition period when both parties need to be present, and if they're not comfortable, it can be a grueling process.

There's not a whole lot we can do to impact something as basic and human as liking or not liking someone, but at The Quincy Group, we try to be aware of that fact, and prep both buyer and seller for that critical first meeting.

Where Are the Buyers for Small Blue Collar Companies?

It happens time and time again: We list a small service business. They are 1 to 4-person operations, often running out of a home, and sometimes a family member does the books. The overhead is low, and they are pulling out as much as \$100,000 to \$200,000 per year. They're plumbers, duct cleaners, gutter installers, sheet metal workers, electricians. We rarely get calls or emails from interested buyers, and when we send out marketing letters to other service companies suggesting a potential merger, we're far more likely to pick up another listing from our efforts than we are to sell the business in question.

On the other hand, we can put “romantic” high-risk companies on the market that come with larger headaches and personnel issues, where the owners make no more money than those in the above scenario, and we'll get multiple hits, and will likely sell it.

We want to find homes for these fine small service companies! We would love to introduce fresh business buyers to the joys of self-employment, but we struggle to find them. Believing that retiring veterans would make excellent owners, we researched that route, attempting to get into Joint Base Lewis McCord in the hopes of putting on classes and consulting about ownership, but the rules for contact were overwhelming, one of them being a guaranteed \$15/hour wage. A small business owner can make far more than that, but there are no guarantees. We're also researching Vocational/Technical schools in case owners might be willing to consider an apprenticeship/sweat-equity route.

In our continuing quest to find homes for these kinds of small service companies, we come to you: Do you know of an organization or group with potential buyers that might be worth approaching? We're happy to create an hour-long presentation about these kinds of businesses, explaining what ownership looks like to the uninitiated. Let us know your thoughts!

Businesses Currently for Sale

- ◆ Home Décor Store
- ◆ Mailing, Printing Services
- ◆ Nanny Placement Service
- ◆ Landscape & Maintenance—*Spokane*
- ◆ Regional Airlines
- ◆ 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... ?

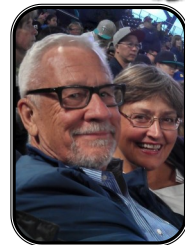
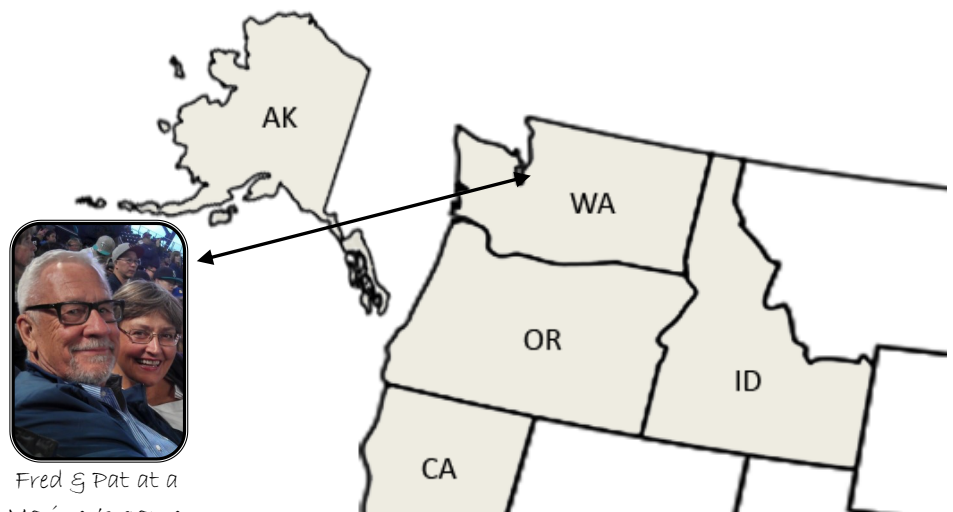
- ⇒ A client who could use assistance with their internal bookkeeping/accounting processes?
- ⇒ A client who needs help with a sales or marketing project?
- ⇒ A client who needs a business appraisal?

**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.



Fred & Pat at a Mariner's game.