

The Quincy Group, LLC

6947 Coal Creek Pkwy SE, #339
Newcastle, Washington 98059-3159

t 425.255.0272
f 425.271.1513
i www.thequincygroup.net

The Small Business Report

Published Every So Often



Founder's Report

Fred Canada

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We've been told that we're very strict when it comes to revealing information in the early stages of a buy-sell process. We'll take that as a compliment! After the signing of a Non-Disclosure Agreement, we release the name and location of our client and send a marketing overview with pertinent info. Later, during the Due Diligence process when we're satisfied with the buyer's intent and their ability to purchase, we will reveal customer names, employee information, vendor contacts and other like items. Those should be among the last pieces of information that are shared. Companies can be damaged if suppliers, customers, competitors, or employees discover that the business is on the market. Until then, mum's the word!

Whatever you call it, it's good for brokering!

A Washington State Ferry executive bemoaned their "Silver Tsunami," the massive loss of retiring employees that has the ferry system scrambling for replacements. Fred and Alan recently attended a presentation at Integrity Financial, where they called it the "Boomer Tidal Wave." The stats they shared there were amazing, and explain the surge in business sales:

The first Baby Boomers turned 65 in 2011. They own 63% of the private businesses in the U.S, and 75% plan to transition those businesses over the next ten years, and 48% in the next 5 years. That represents a transfer of 4,500,000 businesses.

However ... 66% aren't familiar with all possible exit options, 83% have no transition plan, and 40% have no contingency plans in place to cover illness, death, or forced exit. 56% feel that they have some idea what their business is worth, yet only 18% (18%!) have had a formal valuation in the last two years. None of this is news to us, but the percentages are still staggering. If you have clients who need to have a helpful conversation about any of the above, we would be more than happy to meet with them. A well-prepared business will make an owner more money and provide them with peace of mind.

Businesses Currently for Sale

- ◆ Powder Coating Company
- ◆ Full Service Boatyard
- ◆ Bar & Restaurant — E WA
- ◆ Custom Manufactured Office Furniture
- ◆ Mailbox & Retail Center
- ◆ Printer — *Portland Metro*
- ◆ Property Management — *E WA*
- ◆ Culinary Based Education & Events Center

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.



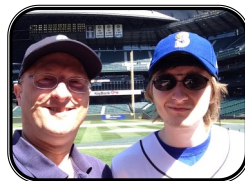
Contact Fred Canada at 206-459-2810 or Fred@TheQuincyGroup.net for additional information.

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.



Alan & son rooting on the home team. Go Mariners!

Where We Operate

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

