

The Quincy Group, LLC

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The Small Business Report

Published Every So Often



Founder's Report

Fred Canada

November 2017

When we first created our website, the Businesses for Sale page featured 3 columns of images with links to more information. We were very excited when we had 9 companies on the market, because that meant that viewers needed to scroll down to see everything we were representing. As our number of listings grew, we changed to a 4-column format, and today we have what we like to call a "4 scroller" page, 4 across and 9 down, with more businesses on the market than we've had since our beginnings in 2003. Little did we know when we started The Quincy Group that we would now be a 6-person, multi-state concern, and that our Businesses for Sale page would be a 4-scroller!

We continue to be excited by the business of brokering and consulting, and by the new things that we learn about it every day. As always, thank you for your referrals and your support!

2017 Brokerage Business Survey

We take part in Business Brokerage Press Survey every year to gauge where we stand in comparison to our peers. When it comes to the below, we are very much aligned with the norm:

- Active listings (85% at 0 to 30 listings)
- Listing period (74% at 7 to 12 months)
- Average number of years brokering (14)
- Average age (59), and we hit that right on the button.

Here's where we're different:

- Number of associates: 70% of the firms have 1 to 5 associates. There are 6 of us.
- Average number of men per firm: 3.98. Average number of women per firm didn't even make a full person: .83., while 2/3 of The Quincy Group is female.
- When asked what percentage of referrals came from which sources, and given a list that included the following: Lawyers, other brokers, bankers, accountants, previous clients ... a whopping 44+% answered "I don't know." We were amazed, and we're not just saying that because this report goes out to people who are in those groups. We keep meticulous referral records and always ask potential sellers or buyers how they found us.

We might add that Fred – at a robust 78 – is happy to see that there's at least one survey participant who's 84!

Businesses Currently for Sale

- ◆ Cooking Event Center
- ◆ Furniture & Accessories — OR
- ◆ Full Service Boatyard
- ◆ Property Management — E WA
- ◆ Placement & HR Services
- ◆ Non-Emergency Medical Transport
- ◆ Plumbing Contractor — E WA
- ◆ Registered Auto Import Conversion

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 at Yosemite.