

# The Quincy Group, LLC

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## The Small Business Report

Published Every So Often



### Founder's Report

*Fred Canada*

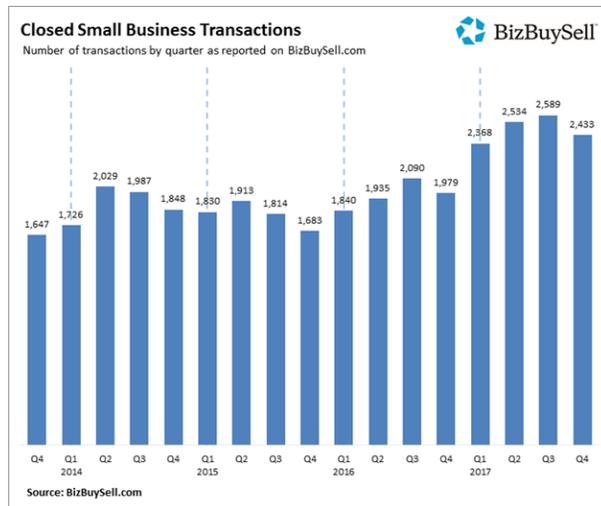
March 2018

When we bought our first business over 25 years ago, I had a plan. I wanted to grow it and sell it in a decade, and that mission drove my planning process. When I hired people or met competitors, the possibility of selling the company to them or someone they knew was always in the back of my mind. I front-loaded improvements in machinery, software, and personnel, so we didn't take a lot of money home in those days, but I knew that if we worked hard we'd eventually have a healthy, larger company to sell. And we did. In ten years we grew the business nearly six-fold.

But I was unusual. I know from 15 years of brokering that most owners don't plan their exit that far in advance, if at all! Having a blueprint as aggressive as mine isn't necessary, but some kind of plan can ease the mind and raise the selling price. We'd love to talk to your clients about those strategies. As always our first hour of consultation is fee-free, and thanks for your referrals.

### BizBuySell Releases 2017 Insights Report

BizBuySell, the largest business-for-sale internet marketplace for small businesses has released its 2017 Insights Report based on data from their website and interviews with brokers, and as we knew from own experience, business was good, with a significant increase over '16. Company financials were at the strongest point since they began collecting data in 2007, making this a good time for an owner to sell. The 4<sup>th</sup> quarter ended strong, and brokers expect that trend to continue in 2018. The Insights Report is available to everyone, and is an interesting read, especially if you represent small business owners. You can find it at [https://www.bizbuysell.comnews/media\\_insight.html](https://www.bizbuysell.comnews/media_insight.html).



### Businesses Currently for Sale

- ◆ Preschool
- ◆ Industrial Ventilation Solutions
- ◆ Family Entertainment Center
- ◆ Print Shop — OR
- ◆ Pool & Spa — E WA
- ◆ Moving Management
- ◆ Specialty Auto Conversions
- ◆ Boat Yard Repair & Detailing

Find these listings and more at: [www.TheQuincyGroup.net](http://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](mailto: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](mailto:Fred@TheQuincyGroup.net).

## Where We Operate

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



*Jetta, husband Seth, & son Adam hiking Mt. St. Helens*