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The Small Business Report

Published Every So Often



Founder's Report

Fred Canada

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The Puget Sound Business Journal recently reported that a national survey showed Seattle ahead of all other U.S. metro areas when it came to job growth in small businesses. Our own experience with the level of robust activity in small businesses would bear that out. Never have we been this busy. Never have we taken more calls or sent out more NDAs. We've also had more interest from out-of-state buyers than ever before.

This high level of contacts might be due in part to our longevity, responsiveness, and reputation, but it certainly doesn't hurt that Seattle and the Pacific Northwest in general continue to have an extremely high profile on the national business landscape.

It's a terrific time to be a business broker, and we thank you for your referrals!

Do Brokers Need to Specialize?

We recently read an article on BizBuySell.com about which factors should influence business owners when it comes to picking a broker to sell their company. Andrew Cagnetta, CEO of Transworld Business Advisors, one of the largest firms offering business brokerage and M&A, said that unless the business supports two million or more in sales, specific industry experience is not the most critical consideration. It's much more important that the broker be skilled in the marketing and negotiating process of selling businesses.

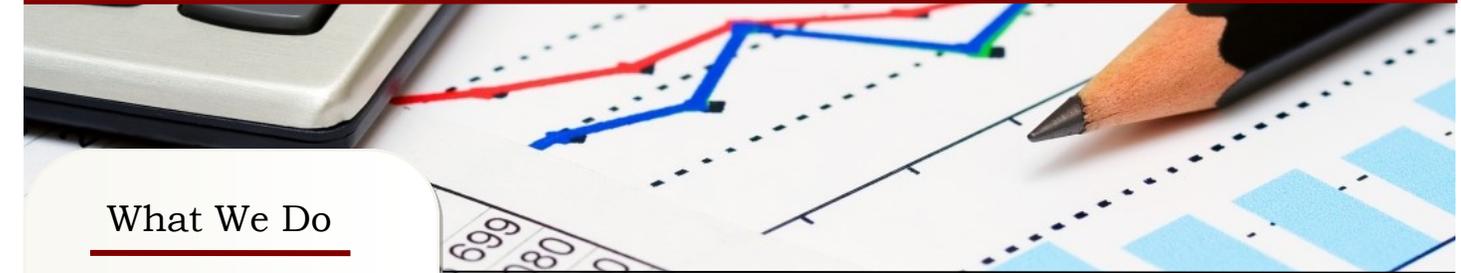
Except for Jetta, all of us at The Quincy Group gained our experience in the printing industry. Pat and Fred owned a printing company, as do Beth and Alan. Diana, our Portland associate, was finance manager for a printer there. But as we always like to say, *business is business, a spreadsheet is a spreadsheet, and people are people*. When it comes to entering fresh industries with which we're not familiar, it helps that we're all self-described "Business Geeks" who love to learn about the processes employed by trades that we're not familiar with.

Perhaps because of our backgrounds, our personal favorite businesses are light manufacturing and service-related companies, but then we also like to say that our favorite business is one that we can help the owner sell!

Businesses Currently for Sale

- ◆ Electrical Contractor
- ◆ Nanny Placement Service
- ◆ Auto Import Convertor
- ◆ Culinary-Based Education & Events Center
- ◆ Medical Transport —Non Emergency
- ◆ Landscape & Maintenance—*Spokane*
- ◆ Pilates & Fitness Studio
- ◆ Custom Manufactured Office Furniture

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... ?

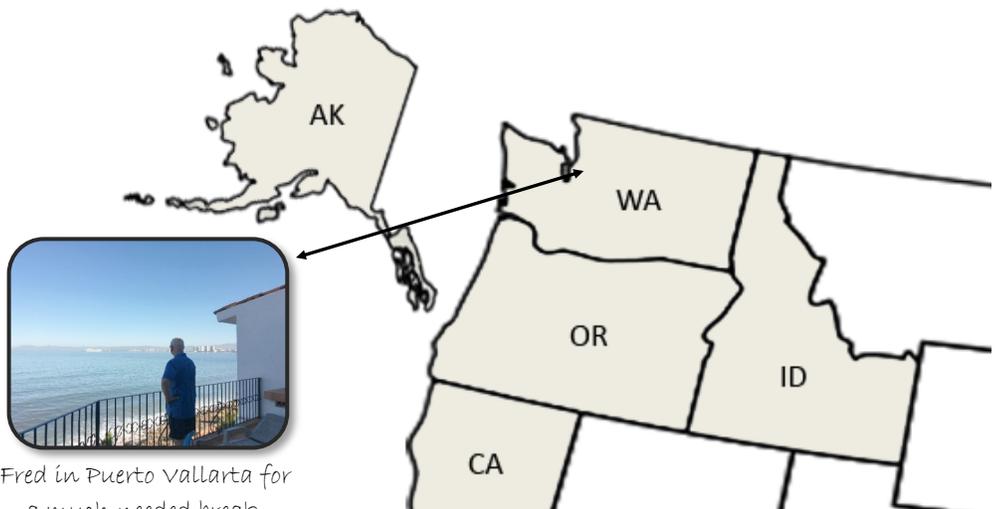
- ⇒ A client who could use assistance with their internal bookkeeping/accounting processes?
- ⇒ A client who needs help with a sales or marketing project?
- ⇒ A client who needs a business appraisal?

**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 in Puerto Vallarta for a much-needed break.