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The Small Business Report

Published Every So Often



The Other Founder's Report

Pat Detmer

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I'm Pat Detmer, Fred's partner in life and business. I am far from a silent partner, by the way. Ask Fred and he'll confirm that! Today I'm taking over the column to remind you of services we offer other than business brokering.

I'm personally happy to help with all things related to sales and marketing. I write copy and perform audits on websites, print collateral, and all other items that touch the customer. I work with sales representatives, helping to hire, manage, and train. I plan and manage open houses and events and work with management and their processes (or lack of same). I have been called the CEO Whisperer.

Beth, Diana, and Alan, all with ownership or executive experience in light manufacturing and distribution are excellent at operational audits and reviews. Beth, Diana, and Alan are also terrific at all things number-related, including accounting practices and appraisals. Jetta's currently on leave, but is highly capable in the above as well. As for Chris Ulin, our new associate, see right.

Please keep us in mind for smaller projects that might fit your clients' needs!

Chris Ulin Joins The Quincy Group

Jetta came to us via a business sale. We sold her business and she joined us after that. Chris came via the same highway, but headed in the opposite direction. He *purchased* a business we were representing about 5 years ago, and recently got back in touch with us. Chris will be concentrating on evaluations and sales, exit/succession planning, and financial consulting. Contact Chris via Chris@thequincygroup.net, or at 425-449-9506.

Chris is a native who graduated from the UW with a BA in Economics. He was in the banking business for 11+ years, acting as VP/Director and Commercial Banking Officer at Washington Mutual, Banner Bank, and others. During this period he was primarily a small business and middle-market lender specializing in business acquisitions, lines of credit, equipment financing, and commercial real estate transactions. Other positions he held included Credit Examiner, Portfolio Manager, and Senior Credit Analyst.

Chris currently owns Pacific Coast Attorney Services, which is a legal services company located in Seattle and Portland. He and his wife live in Bellevue, and have four children.



Businesses Currently for Sale

- ◆ Moving Management
- ◆ Floor Installation & Treatment
- ◆ Microbrewery
- ◆ Flower & Gift Shop
- ◆ Powder Coating
- ◆ Industrial Ventilation Sales & Service
- ◆ Pool & Spa - E WA
- ◆ Non-Emergency Medical Transport

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... ?

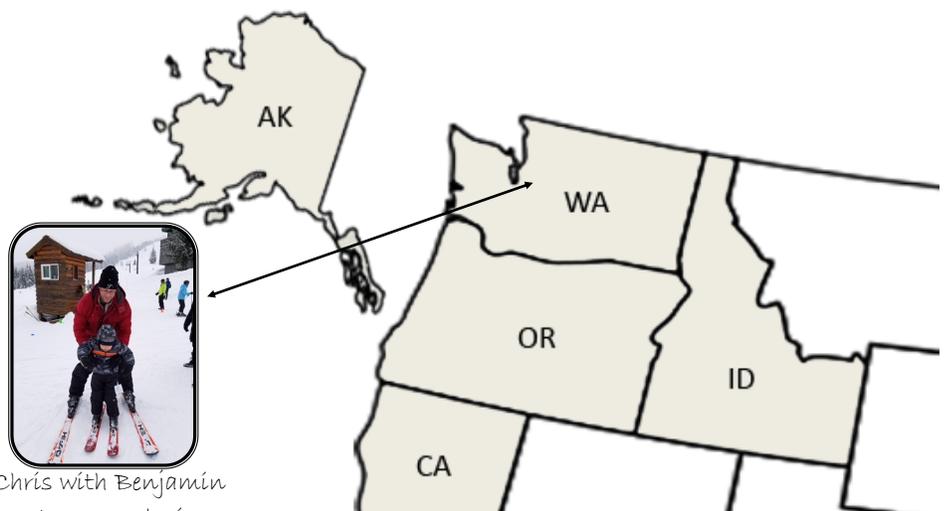
- ⇒ A client who could use assistance with their internal bookkeeping/accounting processes?
- ⇒ A client who needs help with a sales or marketing project?
- ⇒ A client who needs a business appraisal?

**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.



Chris with Benjamin
at Snoqualmie