

# 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](http://www.thequincygroup.net)

## The Small Business Report

Published Every So Often



### Founder's Report

*Fred Canada*

September, 2018

In 2003 when Pat Detmer, my wife and partner, armed herself with fresh Quincy Group cards and began visiting printing companies to talk about consulting and brokering, who thought that 15 years later we'd be representing all types of businesses, have 5 associates, and work in 5 states? Not us! Our plans weren't that detailed or firm. We'd learned a lot from buying and managing our own companies and believed we could use that knowledge to help others. Who knew that it would be so much fun, that we'd constantly be amazed and delighted by the endlessly fascinating ways that businesses make money? We're lucky to have associates with the same passion. In fact, when we take new additions to lunch to meet the group, participants have a tendency to confess like it's a 12-step meeting for brokers and consultants: "Hi, I'm Diana, and I'm a business junkie." or "Hi, I'm Alan. I'm a huge business geek. I like to find out how different businesses operate."

Here's to 15 years of an incredible and interesting journey! As always, thanks for your referrals and support!

## 15 Years of The Quincy Group

Our favorite sentence to say aloud: "We sold a regional airlines." Sure! Hasn't everybody?

The fastest we ever sold a business: Three weeks from listing to close. It was an online health supplement company, and the owner ran it out of his garage in North Bend. The new owner was from Bend, Oregon, which we thought was fitting. He rented a trailer, filled it with inventory, the website ownership was switched, and he was doing business before he even got home.

What we learned about how businesses keep their books: If the owner goes into a back room and brings out receipts and paperwork in a plastic Bartells bag, you know that the process is not going to be easy.

How we found our well-versed and experienced associates (or how they found us): Beth, a friend of 30 years, who owns a print shop with her husband, a shop that was our first business sale; Diana, through people we knew in the print community in Portland; Jetta, whose business we sold (Needless to say, she did not present her paperwork to us in a plastic Bartells bag); Alan from long years in the print industry in Seattle, and from selling him a business; and Chris, who bought a business that we were representing.

Highest form of endorsement: People who bought businesses where we had represented the seller are now coming back to us to sell those companies for them.

On our wish list: Broker regulations that might help divest the industry of people who should not be representing businesses for sale. A way to get into California, to more of Eastern Washington and Idaho. Fifteen more years of doing this. Mariners' post-season play.

## Businesses Currently for Sale

- ◆ Dog Grooming & Retail Store
- ◆ Commercial & Residential Insulation
- ◆ Flower & Gift Shop
- ◆ Blind Cleaning Services
- ◆ Mediterranean Restaurants
- ◆ Commission Advance Services
- ◆ Industrial Ventilation Sales & Service
- ◆ Powder Coating Services

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

## 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).



## Presentations

The Quincy Group has crafted several presentations that are suitable for small company owners, perhaps clients that you work with in your own industry. Although these subjects may sound excessively basic, we chose them because some business owners are not as well-versed in organizational preparation or general accounting practices as they should be. The companies

that they lead are often successful, but they can sometimes be untutored in processes they would be well-advised to understand, especially as they get closer to a transition or sale.

We're happy to present to groups, large or small:

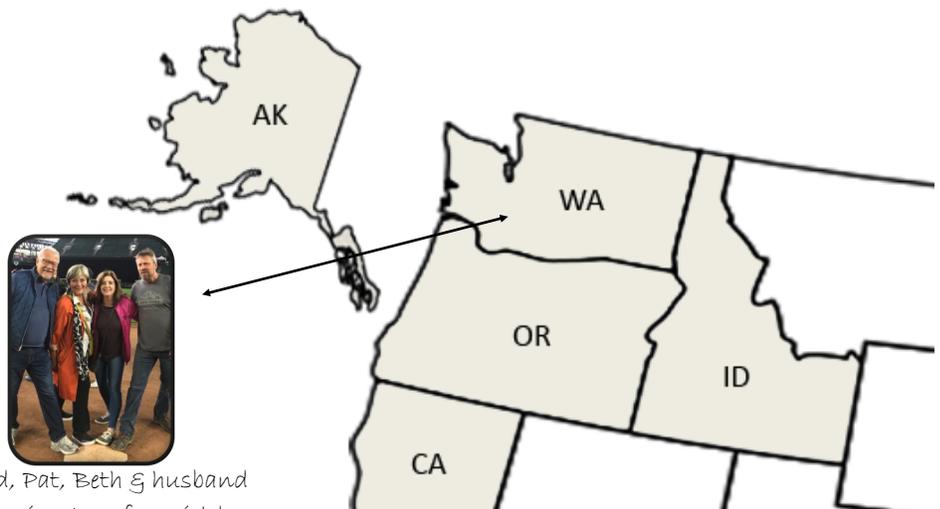
- How to Read Financials
- Staging Your Business for Sale or Transition
- The Best Time to Sell Your Business
- The Process of Selling Your Business
- The Top 10 Things to Consider if You're Buying/Selling a Business

Get in touch with Fred if you're interested in hosting one of these presentations through [fred@thequincygroup.net](mailto:fred@thequincygroup.net) or 206-459-2810.



## Where We Operate

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



Fred, Pat, Beth & husband  
Kevin at Safeco Field