

## Buyer Reference # 230815

This buyer acquires businesses from retiring owners, grants 10% ownership of the business's stock to employees after closing, and progressively increases employee ownership to 80% within 20 years. **The Buyer will want to retain all employees** and have them earn stock in the company, keeping the brand's legacy and work culture intact.

They do this because they believe employee ownership is a win-win, with better financial outcomes for the employee owners and the business. The result is a network of financially durable companies that never have to be sold again. Retiring owners, employee owners, companies, and local economies are all better off.

The Buyer invests using a \$150 million fund, so they have no financing contingencies and can close quickly. They have a close rate of over 90% on accepted offers (with an average closing time of 40 days). They will consider any industry, but are particularly interested in the following:

- The seller is retiring, over the age of 50,
- The company is more than 10 years old.
- Seller Discretionary Earnings of \$400k to \$2m
- The company has key employees who will remain with the business.
- US-based companies only.

If you have an interest in selling your business, please schedule a brief call to discuss the possibilities. You can download this Buyer Alert sheet and then quickly block your best time on my calendar for a short phone call, using this link: <https://calendly.com/chelsis/getanswers> (so I don't miss your call), or you can use the "calendar" button at [www.chelsis.com](http://www.chelsis.com). Otherwise, you can email me ([crhedges@chelsis.com](mailto:crhedges@chelsis.com)) or call me at 866-842-5151 (Direct).

Chelsis Financial is a National Independent Business Broker and Private Intermediary practice specializing in the transfer of ownership for profitable privately-owned businesses & professional practices. With no up-front fees, we work with owners to assess business value and reach agreement on a validated asking price, leading to a quiet and confidential transfer of ownership.

### **For more information, contact**

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