

Saturday, September 21

2:30-3:30

2019 Washington Small Business Fair

bizfair.org



One Day. One Place.

Learn what you need to **start** or **grow** your **business**.

Buying a Business

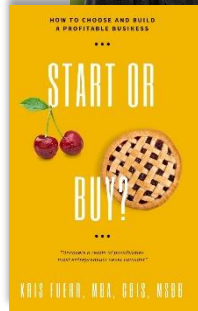
About the Speaker, Kris Fuehr



7yrs consulting or brokering
Bought my own company.
Graduate of UW Foster School of business '91
Microsoft 13 years

I will accept LinkedIn invites from all attendees

I love good coffee!



SOLD

Buying: It Works!



The joy of cheese. From packaged to playground.

Neighborhood bar. Where everyone knows your name.

Art as furniture. Online, retail, upscale with ongoing seller relationship.

In-home dog training. Lifestyle, rewarding, profitable, proven franchise.

Buying Considerations



Will owning a biz secure my preferred lifestyle?

Move-in ready or fixer upper? Absentee? What are opportunities?



What can I afford? How will I pay for it?

Lenders, options. Plan on 10% down.



How will I conduct due diligence?

What's essential? What are my conditions? No risk until due diligence is complete.



How will I learn to run it?

Employees generally stay. How long will seller train?



Assembling your supporting team throughout the process

CPA/Accountant, Friends/Family, Broker, Lawyer

Finding a Business to Buy

BizBuySell.com

In-Home Dog Training
Tigard, OR (Washington County)

Be the dog whisperer of Portland

Asking Price: \$52,000 **Cash Flow:** \$67,000

Gross Revenue: \$100,000
EBITDA: N/A
FF&E: N/A

Inventory: N/A
Established: 2004

Business Description
Bring joy to owners and their dogs every day as the dog whisperer of Portland. Train animals and people in their home where it matters most.

Hit the ground running with one of the best territories in the nation. You could start this franchise territory from scratch or you could pick up one with an established 15-year reputation, processes, and infrastructure already in place. The current owner has been working the business only a few hours a week, but business continues to roll in and is being temporarily passed to the adjacent territory owner.

Your investment is less than buying a new franchise: \$52,000 + 5,000 training = \$57,000

This is a home-based business with low overhead and risk. You are free to enjoy your earnings without worrying about payroll and rent.

Many current franchise owners did not have to have dog training experience before they started, but they attend an immersive, proven training offered by this global, award-winning company where you learn to train the dogs and run the business. You then become part of the community of trainers and can attend the annual conference.

*Financials above are projected from active years.

Detailed Information

Contact the Seller

Full Name

Your Phone

Your Email

Optional message to seller:

Learn to use your IRA/401K to buy a business: Guidant Financial (min. \$50K needed in IRA/401K)

Contact Seller

Business Listed By: Kris Fuehr, The Quincy Group

Sponsoring Broker: Fred Canada

Companion Animal Wellness Poolsbo & Bainbridge Island

Compassionate care for your dog's great veterinarians. Call today!

WEBSITE

What am I drawn to? Why?

What is the characteristic?



Window Shopping on BizBuySell

Published on November 2, 2018 | Edit article | View stats

Kris Fuehr
Associate at The Quincy Group
38 articles

14 3 0 0

Now is a great time to go window shopping for a business of your own one day. The market



Selection Criteria

	Business 1	Business 2	Business 3	Business 4
Lifestyle				
Affordable?				
Current profitability				
Future opportunity				
Effort				
Risk				
People				
Transition				



Fixer-uppers

Where can I come in and easily FIX what might be bruised or broken?
What can you fix or improve in a business?

- Sales
- Marketing
- Social Media
- Operations
- Employee management
- Branding
- Consolidation, partnerships
- Supply chain efficiencies
- Technology

Also consider
Franchises!

Contact Jeff Levy @
The Entrepreneur's
Source to find a fit

Making an Offer

1

Evaluation Team*

+Friends/family,
Broker, Lawyer, CPA

2

Letter of intent

Non-binding,
how financed

3

Due Diligence

Verify records &
conditions of sale

4

Closing Date & Filings

Legal documents
& payment due

5

Training & Transition

What's included
vs. contracted?

Due Diligence

Typical documents to review:

- | | |
|-------------------------------------|--|
| <input type="checkbox"/> P&L | <input type="checkbox"/> Customer lists (redacted) |
| <input type="checkbox"/> Tax-Return | <input type="checkbox"/> Balance Sheet |
| <input type="checkbox"/> Lease | <input type="checkbox"/> Maintenance records |
| <input type="checkbox"/> Inventory | <input type="checkbox"/> Vendor contracts |

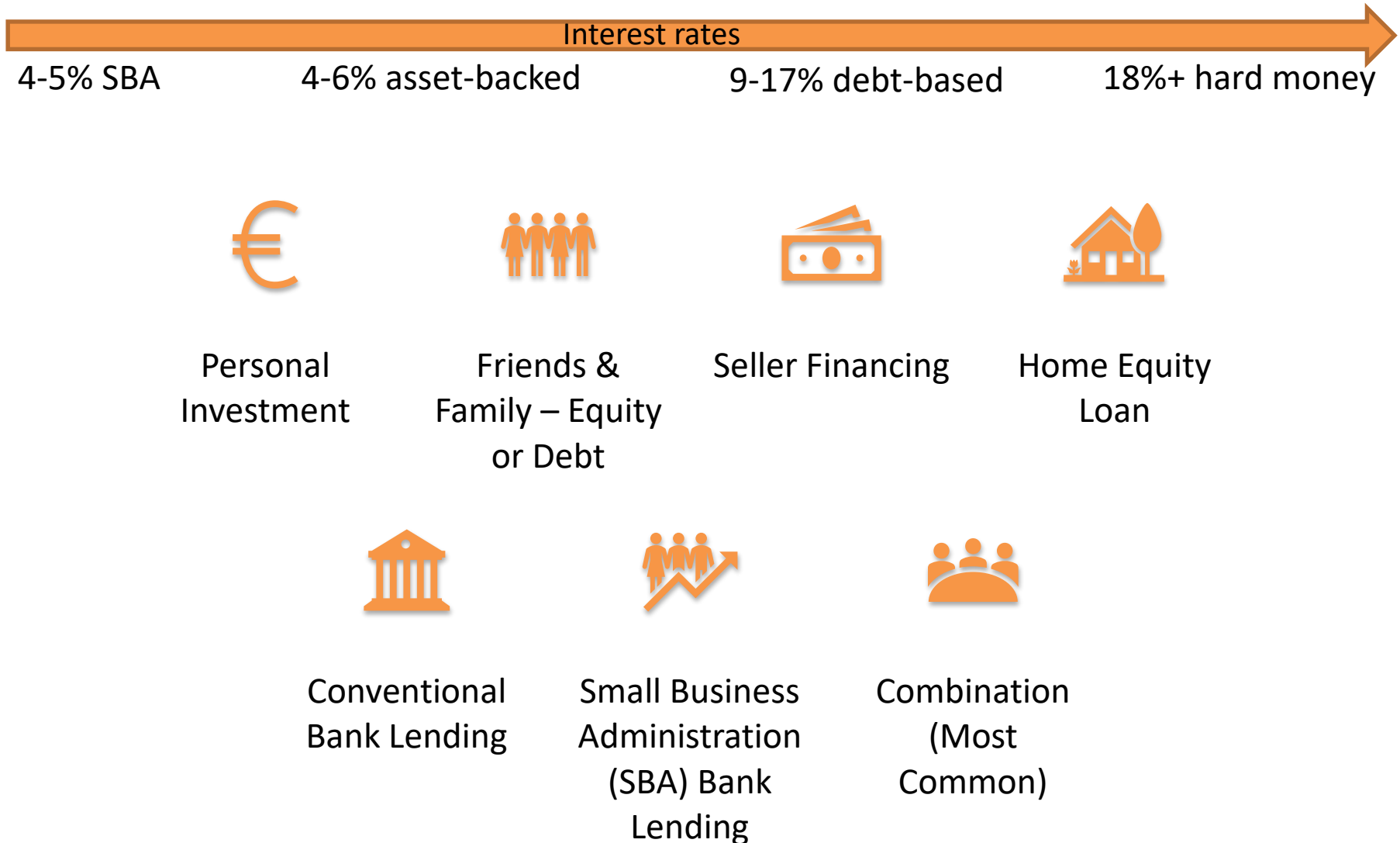
- Spend quality time with the seller to know the business
- Calculating an absentee vs. owner-working scenario
- Compare to starting a business from scratch (see e-book)

Closing Day & Legal Docs

- Purchase & Sale Agreement
- Escrow Instructions to Attorney
- Bill of Sale
- Buyer / Seller's Estimated Settlement
- Consumer Use Tax Return (Buyer)
- Lease or Franchise Transfer Agreement
- Seller Promissory Note
- Asset Allocation (for taxes) – ask your accountant

Filings will be recorded with the appropriate city, county, federal agencies by closing agent

How can I finance a business?





Conclusion

- Buying a business is a proven path with protection for you through **up-front communication (LOI) & contingencies**
- Financing is **flexible** and can be combined
- Your job is to **assess risk and opportunity; add value** without getting mired in FUD*!
- Transition to absorb maximum information.
- **Expect turbulence** and know you will make it through.

Q&A

*Fear, Uncertainty, and Doubt

Want more?

Attend our 4-hour workshop via SCORE
October 10th from 8:30-Noon in Seattle

<http://bit.ly/BuyBizOct>

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