

JANUARY 2024

Need Financing?

We have an attractive loan program.

A few guidelines:

- Has to involve Real Estate
- 25 Year Term
- Interest rate fixed for first five years
- Rate is Prime to Prime + .5

Contact us to discuss your needs.

Buyers seeking Acquisitions:

Buyer 7252:

Looking for an add-on for a growing SW Ohio area business. Target is a company manufacturing material handling, conveyors, packaging, processing things. A distributor could be considered, anything in the B2B Industrial sector will be considered.

Buyer 7254:

Looking for an electronics or computer manufacturer or potentially an IT related firm to acquire.

“Three Things That Never Return”: The Spent Arrow, The Spoken Word, The Lost Opportunity.

This is a proverb that has been stated in many ways, all with the same message. First, we aren't shooting arrows, but we do have a few things to say about “The Spoken Word & The Lost Opportunity” both in the context of selling and buying a business.

The Spoken Word: When business sellers and buyers meet during the sale process, it's an important and necessary occurrence. These meetings are introductory and fact-finding during Due Diligence, and for any other investigative reasons. What is said, what is heard, and what is meant can and do cause deals to proceed or to fall apart. There needs to be open and good communication to allow the parties to evaluate the facts and if appropriate, conclude a sale / purchase.

We do not counsel anyone as to what to say in meetings, but we do encourage having a list of questions and topics to discuss. Most of the time we are present at the meetings and learn a lot about the business from buyer questions. We also learn about the buyer's plan to operate the business which allows us to share with the seller. Being “Open & Honest” is necessary for all participants.

Buyer 7256:

Small Investment Group seeks to acquire ONE small company and grow it over the long term. They have leadership talent, advisors, and capital to quickly close a transaction. Target EBITDA is \$1 million. Focus is on B2B or home services.

The takeaways from meetings, as one might expect, can be positive, neutral, or raise questions on whether or not this is the right business for the buyer or the right buyer to be the next owner.

As for “Lost Opportunity”, sellers need to be committed to sell (of course if terms are right) and buyers need to be committed to explore the opportunity and move forward if it’s the right opportunity. If neither party is committed, nothing will happen. Delays kill deals, move forward or move away. Financially, if a business is producing value to the owner of say \$500,000 per year, every month delayed “costs” the buyer over \$40,000. Does that make sense? No, but moving ahead without being sure doesn’t work either.

Whether you own a business and are considering selling, or are a buyer looking to own a business, we’d love to hear from you to discuss what you would like to accomplish. Please get in touch, there is no obligation and hopefully there will be a benefit.

Contact Us!

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