



Experience, Leverage, Results

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THERE MUST BE A PONY SOMEWHERE
IN THIS PILE OF HORSE----

Many business owners today must feel like that proverbial little kid at Christmas. Everyday seems to bring more bad news. So, this is certainly is not time to be thinking of selling the business....right? The answer is, NOT NECESSARILY.

It's true that, generally, price multiples are lower than they were 12-18 months ago. But it is also true that there is a lot of money sitting on the sidelines. Well-heeled investors and strategic buyers are searching for good acquisitions. Businesses with a sound business plan and good cash flow are still desirable and transactions are getting done. The key is to be able to present a credible value proposition to those buyers that can understand the business and its potential. Bottom Feeders need not apply.

Fulcrum Partners has the demonstrated ability to meticulously prepare a business, find the right buyers, structure a transaction that will meet the owner's objectives and even to bring in financing resources when necessary.

If a business owner has the right reasons for selling, he or she should not feel that the only option is to "wait until things get better." Each situation must be viewed as unique and evaluated in the context of the value of the business to specific buyers.

If you have a business owner client who has put his exit plans on hold, he or she should talk with us to better understand what their options really are in today's marketplace

Fulcrum Partners is a strategic business consulting and M&A advisory firm serving owners of privately held, lower middle market companies. Fulcrum Partners specializes in manufacturing, distribution and select services industry businesses. For more information on Fulcrum Partners LLC visit our web page at www.fulcrumpartners.biz.