

[<Back](#) [Print](#)

June 2008

Harvest Newsletter - Experience Counts

Harvest's Successful Exit Newsletter

In this issue

- [Businesses For Sale](#)
- [Experience Counts](#)

Dear Greg,

Welcome to the Successful Exit Report brought to you by Harvest Associates and Greg Caruso, Esq., CPA, CVA.

Businesses For Sale



We are pleased to offer a number of premier businesses for sale. Of course, this is merely a sampling of what we have to offer. If you are considering buying or selling, please give us a call.

- **Plumbing and Heating:**
Over \$2,200,000 revenues.
Substantial, successful firm in vacation resort area.
- **Electrical Engineering:**
SOLD Successful, busy firm.
\$1,100,000 revenues, \$350,000 discretionary earnings.
- **Commercial Lawn & Contractor Equipment Distributor:** with Real Estate, Real estate value estimated at \$1,500,000 - High traffic road, Total Package Priced at \$1,698,500

If you are serious about increasing the sales value of your business or selling your business now, contact us at 410-507-5441 or gcaruso@harvestbusiness.com.

Experience Counts

I recently attended a lacrosse tournament up in Pennsylvania and was talking to one of the local team's coaches. The Pennsylvania coach stated how they loved the game but that it was really hard for the coaches because they were teaching from books, not from experience. I could not help but compare this to my children's lacrosse upbringing where most of their lives they had been coached by former All-Americans and members of National Champion teams. These guys clearly knew how to play and were teaching from experience. What an advantage for the local Annapolis - Baltimore boys to have this type of knowledge about the sport.

Your business is very similar in that you have a small group of leaders at the top who, similar to coaches, must teach, motivate, and lead the team. Their knowledge, and more importantly, their experience help you make the profit that creates your business value.

To increase business value you need to keep those people and give them reasons to stay. Clearly advancement, challenging assignments, and appreciation all create loyalty. Non-competes are used in many industries to limit job-hopping and loss of talent. On top of that many companies

- **Tile Flooring Retailer w/ Real Estate:** Includes Real Estate. 40 year old business with great cash flow. Huge inventory included. Qualifies SBA.
- **Heating and Air Conditioning Firm:** Steady business with excellent client referral base. Perfect add on for small contractor \$90,000 discretionary earnings
- **Catering / Cafe / Bakery:** Charming and well equipped. Selling at asset value. Turn-key with Real Estate. Qualifies for 5% down financing. Asking \$395,000.
- **SAT School in DC area. :** \$120,000 Cash Flow. Easily expandable model - Asking \$295,000
- **Neighborhood Bar with Real Estate :** \$99,000 for Business, \$399,000 for real estate. Priced to Sell - Buy one or both.
- **We also have a few opportunities that are not officially on the market - call for details**

create financial inducements for key people to stay. Depending on the situation phantom stock, stay agreements, and other means may be used.

The simplest financial means is a funded stay agreement. This agreement provides a bonus for longevity with the company or for staying with the company in the case of disability or death of the owner or change of ownership. A typical bonus amount may be 1 - 2 years salary. It typically will pay out at either the defined retirement time or a period of time after the qualifying event.

A well thought out stay agreement provides continuity reducing transfer risk for both planned exits and emergency exits. It should be funded, otherwise experienced key people will question if it will really be there for them. Often, funding is augmented with insurance to bring down the total cash outlay.

Your business, like my son's lacrosse team, benefits from experienced leadership. Make sure you keep your key people and their contribution to your business value.

We have serious, well funded buyers for your business.

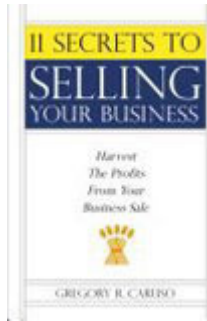
If you are serious about buying or selling a business [email us](#) or call Greg at 410-507-5441.

Quick Links...

- [Harvest Associates Website](#)
- [Don't Give Your Business Away - 5 Ways to Increase Business Value PDF](#)
- [5 Things You Must Do When Buying A Business](#)

- [Buy my Book at 25% off, "11 Secrets to Selling Your Business"](#)
- [Successful Exit Blog](#)

Visit Our Sponsor



[Read My Book On Google Books](#)

Join our mailing list!

email: gcaruso@harvestbusiness.com
phone: 410-637-3008
web: <http://www.harvestbusiness.com>

[Click Here to Forward this to a Friend](#)

✉ **SafeUnsubscribe®**

This email was sent to gcaruso@harvestbusiness.com by gcaruso@harvestbusiness.com.
[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

Email Marketing by



Harvest Associates | World Trade Center | 401 East Pratt Street, Suite 2332 | Baltimore | MD | 21202