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CASE STUDY  
(Retirement Sale)

Background:	Retiring owner Multi-state operations Operating at less than optimum efficiency
Assignment:	Take Company to market Multiple Buyers: <ul style="list-style-type: none"><li>• Financial</li><li>• National (strategic)</li></ul>
Challenges:	Economic environment Poor financial records
Structure:	Asset acquisition (LBO) SBA financing Different accounting firm to provide more "horse power"
Result:	New, dynamic management team growing the business