

# CAPITAL BUSINESS SOLUTIONS

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This business analysis is not comprehensive and only includes basic information about the business which has been provided by the seller. Capital Business Solutions has not proven the accuracy of any information provided by the seller. It is the responsibility of the buyer to conduct their own due diligence.



# Business Analysis and Sales Prospectus Report

Prepared for:

## **QUALIFIED POTENTIAL BUYERS**

**Personal and Confidential**

(Subject to Provisions of Signed Non-Disclosure Agreement)

## **CAPITAL BUSINESS SOLUTIONS**

*Connecting Buyers and Sellers around the World*

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This prospectus contains business and financial information provided by the owners of the company and other third parties. Financial Statements were prepared either by management or by the company's accounting firm. The information herein is being presented as an aide to qualified potential purchasers in performing due diligence, to determine whether or not the business meets their investment/business acquisition requirements. Capital Business Solutions has prepared this material in the capacity as a business broker, working for the seller for purposes of selling the business. Capital did not compile, review, or audit the financial statements according to standards established by the AICPA. Accordingly, Capital makes no opinion as to the financial position of the company.



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# PREFACE

This Company's *Business Analysis and Sale Prospectus Report* is provided for the sole and exclusive use of qualified potential purchasers of the company. The business analysis pertains to (insert company name) herein after referred to as the "Company." The purpose of this Report is to provide the qualified potential purchaser with business and financial information concerning the company. Income and expense figures for the company have been taken from company financial statements without audit by the preparer of this report. Other considerations include (but are not limited to) certain assumptions about the future business, market conditions, the ability of a new owner to effectively manage and operate the company, and comparable sales transactions of similar privately held companies.

The term "fair market value" for this prospectus is defined as the price at which a business would change hands between a willing and knowledgeable buyer and a willing and knowledgeable seller. This Report:

- Assumes that the new owner(s) of the Company will have the necessary resources and commitment to not only acquire, but also grow the Company.
- Assumes that the buyer becomes knowledgeable about the Company and its operations and will accomplish a rigorous due diligence process to verify all purported facts, estimates, calculations, and suppositions, and not rely solely on this document to support a purchase decision.
- Highlights the Company's desirable qualities, projected improvements, enhancements, and future performance that may or may not be realizable.

The analysis and subsequent valuation estimate of a closely held business, such as this Company, is not an exact science and requires considerable judgment of many factors, such as:

- The history and nature of the business in which the Company is engaged.
- The outlook for the overall economy and the industry the Company is in.
- The latest financial condition of the Company.
- The future earning capability of the Company and the associated risks.
- The Company's ability to continue generating the necessary cash flow to support a purchase.
- The worth and value of the goodwill/intangible assets of the Company.

The author of this *Market Analysis and Sale Prospectus Report* has relied on the information provided by (insert company name), the owner of the company, as to the nature of its operations and financial performance. No attempt has been made by Capital Business Solutions to independently verify the accuracy of the information, although all facts presented are believed to be true and fully supportable under a rigorous due diligence examination. This business analysis is not comprehensive and only includes basic information of the business.

***The Company requests all inquiries regarding this acquisition be directed to***

***Roberta Caputo at***

***CAPITAL BUSINESS SOLUTIONS***

***Office: 954-596-8060***

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# BUSINESS DESCRIPTION

**ORIGIN, OWNERSHIP, GENERAL INFORMATION, AND CONTROL**

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# NATURE OF BUSINESS

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LOCATION

BUILDING

LEASE

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HOURS OF OPERATION

ADVERTISING AND PROMOTIONS

COMPETITION

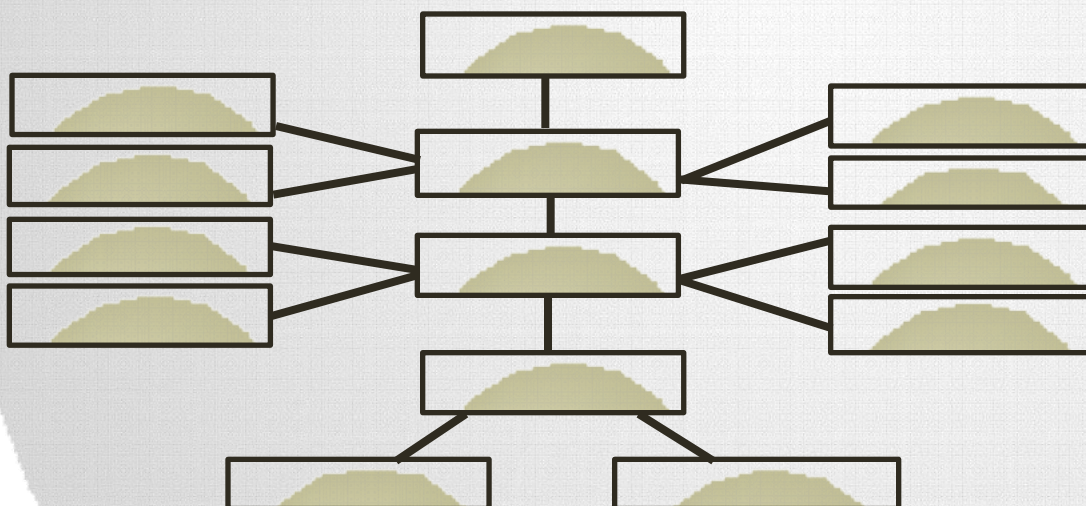
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# EMPLOYEES

| Key<br>Employee<br>Name | Title | Tenure | Salary | Type of Benefits |
|-------------------------|-------|--------|--------|------------------|
|                         |       |        |        |                  |
|                         |       |        |        |                  |
|                         |       |        |        |                  |
|                         |       |        |        |                  |
|                         |       |        |        |                  |

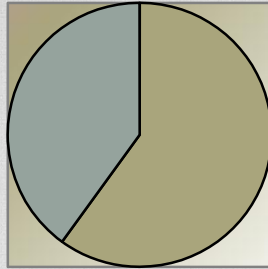
# ORGANIZATIONAL CHART



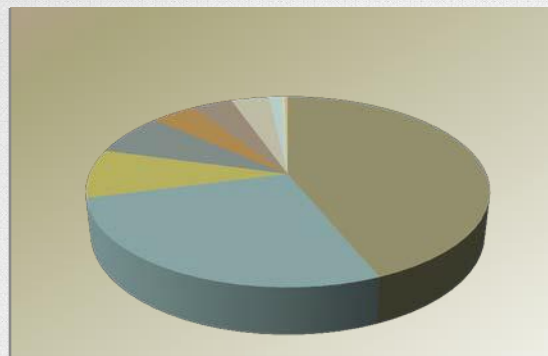
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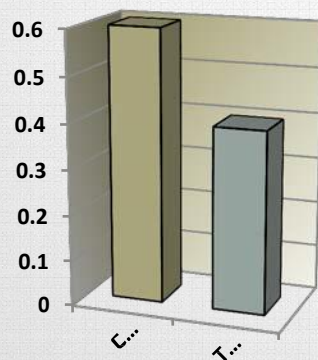
# PRODUCTS AND SERVICES



# SEASONALITY OF BUSINESS



# 5 YEAR FINANCIAL HISTORY

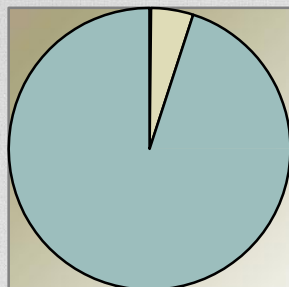


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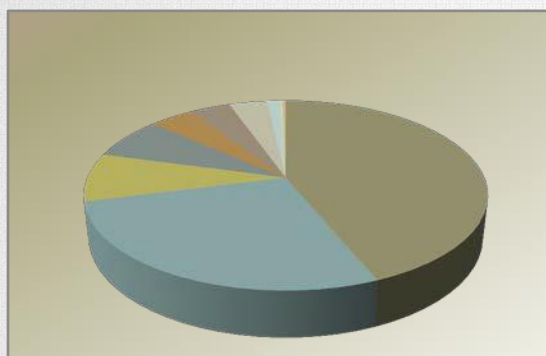


# PROFIT MARGIN

# CUSTOMER TYPES



# GEOGRAPHICAL AREA



# REASONS FOR SALE

# TRAINING

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NON-COMPETE TERMS

BUSINESS STRENGTHS

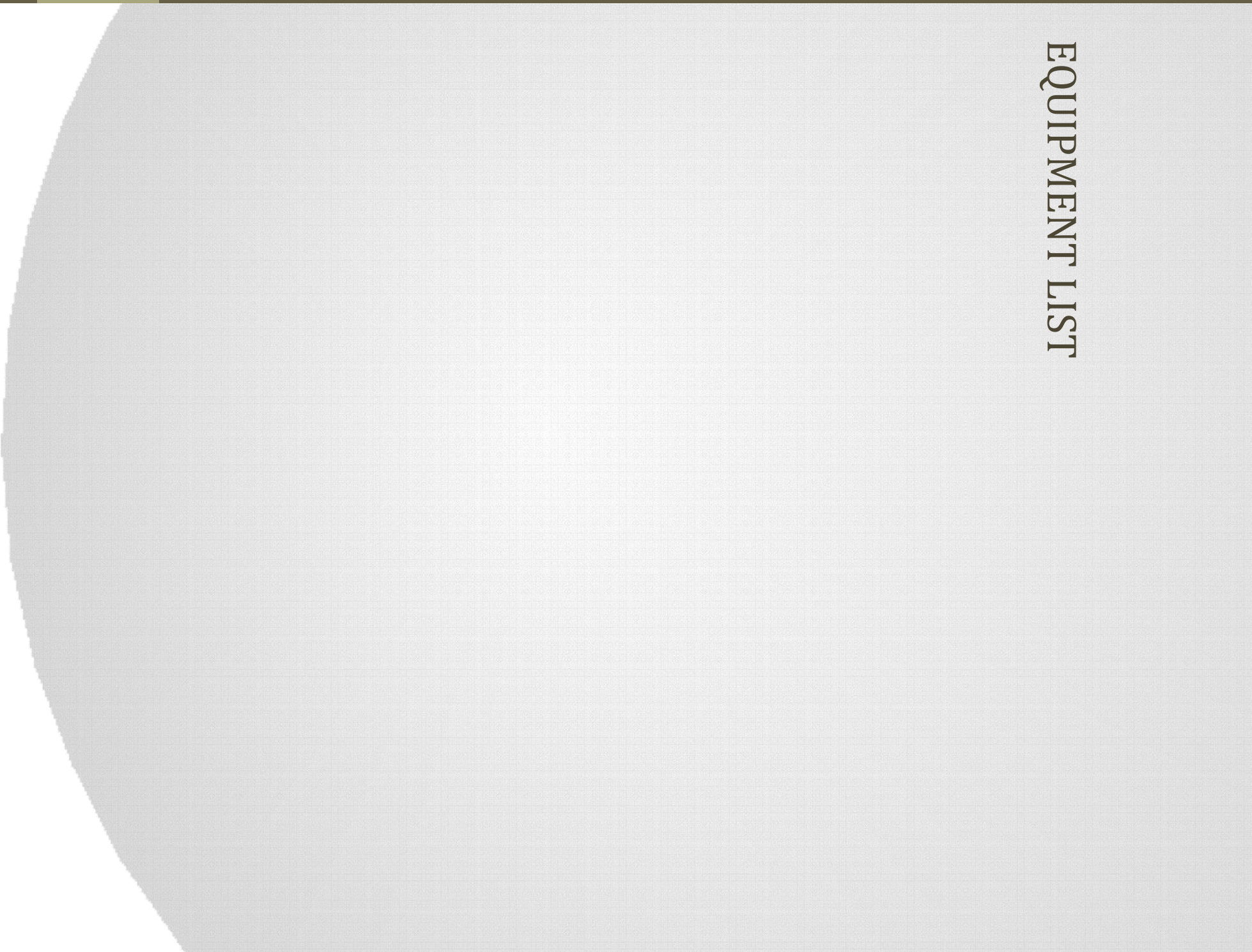
BUSINESS AREAS OF IMPROVEMENT

PRODUCTS & SERVICES PRICING

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# EQUIPMENT LIST





| Ordinary Income/Expense     | 2011-2013 |           |      |           |      |           |
|-----------------------------|-----------|-----------|------|-----------|------|-----------|
|                             | 2011      | Add Backs | 2012 | Add Backs | 2013 | Add Backs |
| Income                      |           |           |      |           |      |           |
| Dividends                   |           |           |      |           |      |           |
| Net gain                    |           |           |      |           |      |           |
| Total Income                |           |           |      |           |      |           |
| COGS                        |           |           |      |           |      |           |
| Gross Profit                |           |           |      |           |      |           |
| Advertising                 |           |           |      |           |      |           |
| Bad Debts                   |           |           |      |           |      |           |
| Bank charges                |           |           |      |           |      |           |
| Computer                    |           |           |      |           |      |           |
| Compensation of Officers    |           |           |      |           |      |           |
| Credit and Collections cost |           |           |      |           |      |           |
| Depreciation                |           |           |      |           |      |           |
| Dues and Subscriptions      |           |           |      |           |      |           |
| Education and training      |           |           |      |           |      |           |
| Employee Benefit programs   |           |           |      |           |      |           |
| Equipment rental/lease      |           |           |      |           |      |           |
| Freight                     |           |           |      |           |      |           |
| Independent Contractor      |           |           |      |           |      |           |
| Insurance                   |           |           |      |           |      |           |
| Interest                    |           |           |      |           |      |           |
| Janitorial                  |           |           |      |           |      |           |
| Laundry and cleaning        |           |           |      |           |      |           |
| Legal and professional      |           |           |      |           |      |           |
| Marketing                   |           |           |      |           |      |           |
| Meals and entertainment     |           |           |      |           |      |           |
| 50% limit                   |           |           |      |           |      |           |
| Meetings                    |           |           |      |           |      |           |
| Misc.                       |           |           |      |           |      |           |
| Office expense              |           |           |      |           |      |           |
| Outside services/           |           |           |      |           |      |           |
| Pension/profit sharing      |           |           |      |           |      |           |
| Postage/shipping            |           |           |      |           |      |           |
| Printing                    |           |           |      |           |      |           |
| Recruiting                  |           |           |      |           |      |           |
| Rent                        |           |           |      |           |      |           |
| Repairs & Maintenance       |           |           |      |           |      |           |
| Salaries & wages            |           |           |      |           |      |           |
| Security                    |           |           |      |           |      |           |
| Supplies                    |           |           |      |           |      |           |
| Taxes and Licenses          |           |           |      |           |      |           |
| Telephone                   |           |           |      |           |      |           |
| Travel                      |           |           |      |           |      |           |
| Uniforms                    |           |           |      |           |      |           |
| Utilities                   |           |           |      |           |      |           |



|                      |  |  |  |  |  |  |
|----------------------|--|--|--|--|--|--|
|                      |  |  |  |  |  |  |
|                      |  |  |  |  |  |  |
| Total Expenses       |  |  |  |  |  |  |
|                      |  |  |  |  |  |  |
| Net Ordinary Income  |  |  |  |  |  |  |
| Total Owner Addbacks |  |  |  |  |  |  |
| Adjusted Net Income  |  |  |  |  |  |  |



# RECOMMENDED LISTING PRICE (RLP):

The (RLP) includes the following:

|                                     |          |
|-------------------------------------|----------|
| The owners' discretionary cash flow | Included |
| Plus                                |          |
| Good Will, Customer Base            | Included |
| Plus                                |          |
| Accounts Receivable                 | \$       |
| Plus                                |          |
| Furniture, Fixtures and Equipment   | \$       |
| Plus                                |          |
| REAL ESTATE                         | \$       |

## OWNERSHIP TRANSFER SPECIFICATIONS

The sale will include the business name, intellectual property, business telephone number, inventory, furniture, fixtures, equipment and Accounts Receivable.





**CAPITAL BUSINESS SOLUTIONS™**  
AN INTERNATIONAL BUSINESS BROKERS ALLIANCE

**Capital Business Solutions**

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