
June 2015 - In This Issue:

WE BRING YOU BUYERS

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RECENT TRANSACTIONS

.....
WHAT IS A BUSINESS REALLY WORTH

It is inevitable. There will come a day when you will consider selling your business.

Will you be best prepared when that time comes?

- Do your **really** know what your company is worth today?
- How will you arrange to make it **worth more** at the time of sale?
- How will you prepare the most **attractive offering** for the sale while maintaining your current responsibilities?



WHAT IS A BUSINESS REALLY WORTH?

Knowing the true market value of your business is critical when managing current and future issues that will impact you and your business.

Learning the accurate, objective value of your business helps you:

- Manage your business decisions
- Plan for business continuity

INDUSTRY KNOWLEDGE & ACCESS TO BUYERS NATIONWIDE

Our presence as a Professional Business Broker is extended nationally as a result of being an affiliate of [BHarmony, LLC](#). We also bring decades of experience and functional expertise in all the popular market segments as a result. Nothing takes the place or value in that of experience.



- and estate planning
- Plan for your eventual exit from your business

A market valuation gives business owners a realistic measure to make important decisions. Our market valuation calculation is an affordable, comprehensive, objective assessment based upon multiple methods and industry statistics.

Future business decisions involving assessment of risk can best be supported with facts provided by a professional market valuation. Balancing potential risk against the known value of the business is powerful information when weighing options.

Armed with this knowledge sooner rather than later, you will be ready to envision, plan and achieve your future success and your Life Beyond Business Ownership.

"We partner with our clients to deliver customized solutions that reserve their most significant issues and create lasting competitive advantage utilizing decades of industry experience."

We partner with our clients to deliver solutions that help solve their most complicated needs prior to, during, and at the conclusion of the selling process. Our services are designed specifically to help small/medium size businesses and at a small business price. We go beyond the norm to develop new insights, prepare, market and drive results in the sale, thus insuring you receive the most value at closing. [Learn More](#)

RECENT TRANSACTIONS

Planning Ahead Was The Key To These Success Stories

- Zoellner, Garten & Co. is pleased to announce the sale of a very successful Metal Finishing Business to a Strategic Buyer. The sale price was close to 90% of the prior year Annual Revenues.
- We also sold a well-established Metal Manufacturing Solutions Business to an individual buyer. As there were no tangible assets, the Sale Price included Cash at Closing, a Seller Note, and a very achievable Earn-Out formula depending on future Revenues.



During the sale of both of these businesses, we interacted with a number of buyers that continue to look for acquisitions - **there are active buyers - it's a good time to sell a Business!**

Let's Meet - No Obligation - Contact Us Today



John W. Zoellner
Zoellner, Garten & Co.
Cincinnati, Dayton OH
513-852-2400



Terry D. Wagner, Sr. Vice President
James R. Sachs, Sr. Vice President