WHITESELL

Long-Term Exit Strategy

All business owners need to consider what their exit strategy will be, regardless of age. Whitesell has worked with many business owners who are not ready to sell their company but want to put a plan in place for that eventuality. No two businesses are alike and Whitesell works with business owners to creatively structure plans that best match their goals.

Just a few of the many different structures we can create And provide for business owners are:

- Initial minority investment with set acquisition date in the future
- Agreed upon minimum purchase price with flexible future acquisition date
- Set future acquisition date with agreed-upon multiple of EBITDA
- Future acquisition date with extended consulting agreement
- Accelerated buyout of one or more partners allowing for staggered exits

Creativity is the key to designing the best strategy for each individual entrepreneur. Whitesell listens to ensure we are designing the very best deal to create true win-win scenarios.

Whitesell is not a private equity company.

Our goal is to acquire and build companies that are a good strategic fit for our business model, unlike a financial buyer who might only hold the company a few years and sell it to the next highest bidder.

Whitesell only has a history of acquiring companies, not selling them.

Case In Point:

Whitesell was contacted by a fastener distributor in the Midwest with two equal partners. One partner wanted to retire and the other wanted to stay on for several more years. With a diminishing line of credit and reduced revenues due to the economy, the remaining partner was not in a good position to buy out the other. Whitesell was able to create a plan that allowed one owner to retire and cash out his equity after a short consulting period while the other owner was able to stay on board and continue to run the company. Whitesell put a plan in place that allowed the remaining owner to cash out a portion of his equity and also participate in the future upside of the business. Whitesell was also able to replace the bank with whom the owners had developed a negative relationship.

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