

## Stonemill Partners 7-Step “Leg Up” Plan

### -No Interest Anymore in Ownership Duties-

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Another Friday? Friday is payroll and it's the end of the month so I have to pay the bills too! My clients seem to be paying slower and slower. The line of credit is almost tapped out. My firm is very profitable but managing this cash flow is tough! I just want to do my job. I don't want to have to spend another afternoon calling clients for money. I didn't sign up for this 20 years ago when I started my firm. Do these thoughts sound familiar?

How can I just be an engineer? How can I just be an architect and not have to worry about ownership duties anymore? Please tell me there is a way out of this! Ownership duties can be very stressful and lead to Entrepreneurial Burnout which can be a business killer. The simple answer is Yes, there is a way out; there is a solution; you can do what you do best and still have fun! Now is the time to get a leg-up not a leg-out. Here is your 7-step plan to achieve this:

1. Talk to a mergers & acquisitions professional like Stonemill Partners, about what is currently going on in the market place regarding the buying and selling of businesses like yours.
2. Talk to those same professionals about the possibility of a transition – being acquired or a merger.
3. List your firm for sale with Stonemill Partners so that a no-cost, no obligation business valuation can be done to give you an idea of what your business is worth and what you could expect if acquired.
4. Discuss your goals and objectives and culture of your firm so that the mergers & acquisitions professionals can assess the companies that would be the best fit to acquire your company.
5. Decide what your role would be, post-closing in the newly combined firm, your benefit and value to the new firm and the length of time that you want to continue working, in transition and beyond.
6. Meet with the firms that the mergers & acquisitions firm like Stonemill Partners sends you to assess if they will provide the best fit and will allow you to meet your goals and objectives.
7. Discuss openly potential offers for acquisition including, price, terms, due diligence process and expected closing date.

Many owners are selling today for many different reasons: retirement, transition, burn out, expansion and more. Many just don't want ownership duties one more day. In getting a leg-up, you can earn your salary and finally do what you like best, stress-free! The leg up is that you are not only happy going to work every day now, but you add a deposit in the amount of the sales price of your firm into your bank account and you don't have to worry about meeting that next payroll.