



Why Founders Work With Us

We source strategic acquisition opportunities in small to mid-sized service businesses with strong cash flow, clean operations, and room to grow. Each deal is placed with experienced operators and capital partners aligned for execution, scale, and long-term value creation.

# How We Work



## Strategic Sourcing

We identify businesses with recurring revenue, operational clarity, and the potential to grow through disciplined acquisition and scale.



#### Partnership Placement

We match each opportunity with proven operators and aligned capital partners - ensuring the right people are in place before any offer is made.



## Structured for Scale

Every deal is designed around performance, with incentives and ownership terms that drive longterm value and protect what's already been built.

# **Buy Box Criteria**

- Revenue & EBITDA Range: We focus on companies with \$750K+ in EBITDA, stable cash flow, and clean reporting. Financials should reflect operational discipline, margin strength, and readiness for diligence.
- Business Model: Service-based companies with recurring or repeatable revenue, strong customer retention, and operational leverage. Multi-location or expansion potential is ideal.
- Target Sectors: Home services (HVAC, plumbing, electrical, pest control), accounting & financial services (excluding audit), logistics, compliance, professional services, and niche B2B providers.
- Ownership Profile: Founder-led businesses with clear leadership in place. We value transparency, operational discipline, and businesses with clean books and strong internal processes.
- Geographic Focus: U.S.-based companies with primary operations in the Southeast, South Central, or Midwest. Regional clusters preferred for bolt-on potential.

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