

## Established Landscape Services Business Owner Seeking Successor?

\*The owner of a 25 year plus established landscaping business located in central Illinois, with no able heirs to assume the running of the business, is in search of a talented experienced person to be taught and show how to successfully operate this landscape services business. The plan is to enter into a buy/sell agreement prior to beginning the training/transitioning period; this agreement will set the ground rules for how the transfer of ownership will occur over a pre-determined time frame, (thinking three to four years) owner is approaching retirement age. At the end of this training period we will execute the buy sell agreement as pre-determined. The business has been built on and around high end residential design build. The mix of services is approximately 51% design build, 20% maintenance, 13% applications and 16% irrigation. The commercial/residential mix is approximately 15% commercial - 85% residential. The business has a strong customer base in the community. The owner desires this type of transitioning buy out of the business vs an outright sale. Currently doing over a million in total sales.

### **Details of the Transaction and Transition:**

\*Buyer would function as the General Manager during the training and transitioning period on a salary basis.

\*The owner is willing to finance part of the sale over a few years to help the new buyer with the financing. This offer and method of sale is seen as a win-win lower risk opportunity for both the current owner and the assuming owner.

\*The current owner is also willing and interested in working for the new owner, if desired, for a few years following the buyout, could be FT or PT; this is optional but could be helpful for the new owner.

\*The business valuation will be conducted at the time of the selling of the business to determine the value for the buyout, but the valuation method would be pre-determine in the initial buy sell agreement.

The seriously and capable interested parties only reply

\*\*At first the owner desires to remain private until it is determine there is a serious and capable person to consider and move to the next step with. Interested parties should forward their letter of interest, resume and credentials to [landscapeownership@outlook.com](mailto:landscapeownership@outlook.com). All inquiries and correspondence is considered and to be kept fully confidential.