

When owner-managers want some cash out

(or some new minority shareholders in)

The Succession Fund™ provides equity financing for family business ownership change, shareholder realignment, and entrepreneurs who want to take some “Chips off the Table”.

“Chips off the Table”

The Succession Fund solution

™ When owner-managers need partial liquidity, our Chips off the Table™ solution enables them to

address their personal financial objectives without unduly leveraging the balance sheet or selling out prematurely.

In situations where “what to do” about minority shareholders becomes a preoccupation, an Insider Private Offering™ can replace minority shareholders and enable the continuing owner-manager(s) to get on with building the business.

The
Insider
Private
Offering™

Investment Criteria

The Succession Fund typically invests between \$3 and \$8 million to acquire 35% to 50% equity ownership positions.

Preferred industries:	Manufacturing, distribution or services
Size:	Revenues: Minimum \$15 million
	EBIT: Minimum \$2 million

We are interested in companies that have a history of profitability, owner-manager continuity, strong balance sheets and the ability to self-finance growth and capital expenditures. We also look for a proprietary niche or market leadership position that serves to protect gross margins and acts as a competitive barrier to entry. Equally as important is management’s demonstrated ability to plan for and lead through positive and negative transition periods such as recessions, acquisitions and key employee changes.

All inquiries are held in strict confidence.

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THE
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