A Neumann & Associates, LLC

Affiliated with Americas Largest Network of M&A Professionals

Business Profile **Engagement: 1492-2164**

Company Information

Line of business: Law Firm – Personal Injury & Medical Malpractice

Location: South Florida

In Business: 20 years

Employees: 5

Facilities: 2,500 SF Office Suite (leased)

Reason for Sale: Retirement (consulting available)

Company Assets:

• Net Working Capital	$175,000
• Leasehold Improvements	$0
• Office – Furniture & Computer	$28,000
• Vehicles, Trailers, Forklifts	$0
• Equipment & Tooling	$7,000
• Other	$0
Total Assets included in Sale	$210,000

Sales and Cash Flow: (All Information Based On P&L/Tax Returns)

Fiscal Year End	Revenue	Seller Discretionary Cash Flow
2023	$1,300,000	$575,000
2024	$3,000,000	$2,100,000
2025	$800,000	$0
2026 (e)	$2,700,000	$1,500,000

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Executive Summary

This well-known **Personal Injury Law Firm,** specializing in medical malpractice cases, provides a wide array of legal services to a diverse client base throughout the South Florida region. The firm enjoys significant operating margins and documented profitability. This business currently operates from a conveniently located 2,500 sq. ft. office suite with renewal options. The ideal buyer should have an active Florida Bar License in good standing as well as some medical malpractice experience or background.

The company enjoys a **strong competitive advantage** in the region through its personalized service (bilingual), industry experience and high success rate. The firm has a solid foundation built on industry referrals and is poised for accelerated growth. It is projected that a new owner will obtain **significant additional growth** by expanding the direct marketing efforts and legal staff to service a wider territory with a minimal annual investment of $150,000 to $250,000. The Company projects an annual revenue growth rate under such premise of 20%+ per year with higher gross margins.

The company has been **fully reviewed and conservatively appraised** by an accredited national valuation firm at 3.4x EBITDA (trailing 4 year average). A full valuation report is included and there is $175,000 in Net Working Capital plus another $35,000 in Fixed Assets included in the deal. The business is pre-qualified by an SBA lender subject to buyer's financials, and by implementing the proposed deal structure an owner operator will obtain more than **$860,000 benefit in after-acquisition-debt cash flow in Year #1 – 120% return on equity investment**.

A comfortable **transition period** will be provided by the owner who truly wants to see the business continue to flourish. Seller will consider a mid-term consulting agreement thereafter. A very well trained and highly qualified team will stay in place and support the new owner in all aspects of the business.

(ALL DATA BASED ON SIGNED TAX RETURNS)

Deal Structure
(Proposed)

Buyer Cash Down @ Closing	$720,000
Buyer Bank Financing	$2,160,000
Seller Financing @ 9.75% / 5 years	$720,000
Long Term Debt Assumption	$0
Total Purchase Price	**$3,600,000**

Note: If applicable, all real estate only offered via ANA Commercial Real Estate, LLC

Buyer Benefits

1) Growing business for 20+ years – leader in niche market with solid growth potential
2) Motivated owner helping in the transition, including potential consulting agreement
3) Acquisition financing approved for 80% of asking price – 120% ROI in Year #1

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NOTE: All data is based on signed tax returns and financial records. A Neumann & Associates has made no investigation or verification of the information presented herein. No additional information will be released until the Buyer has been fully reviewed and sufficient cash is available.

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