

AVAILABLE FOR ACQUISITION

Business Type: EXECUTIVE SEARCH FIRM/EMPLOYMENT AGENCY

Business Location: Wisconsin

Investment Considerations

- ❖ A prominent executive recruitment and employment agency dedicated to a specialty niche industry for over 20 years
- ❖ This company provides search and recruiting services for permanent positions and a small percentage of temporary contract professionals
- ❖ Specialize in placing executives and middle management professionals
- ❖ 2007 Sales: \$1,066,733 with cash flow \$276,370k for a 3 year average
- ❖ Owners would like to retire

Financial Highlights

| A | B | C | D | E | F | G |
|---|------------------|-------|------------------|--------|------------------|-------|
| | 2007 | | 2006 | | 2005 | |
| Sales | \$1,066,733 | | \$621,476 | | \$864,158 | |
| COGS | | 0.0% | | 0.0% | | 0.0% |
| Expenses | \$733,924 | 68.8% | \$752,398 | 121.1% | \$739,109 | 85.5% |
| EBT | \$332,809 | 31.2% | (\$130,922) | -21.1% | \$125,049 | 14.5% |
| Depreciation/Amortization | \$11,445 | | \$4,588 | | \$31,736 | |
| Interest | \$33,811 | | \$31,218 | | \$30,080 | |
| EBITDA | \$378,065 | | (\$95,116) | | \$186,865 | |
| Addback - Owner Salary | \$24,000 | | \$20,686 | | \$39,255 | |
| Officer Payroll Taxes | \$2,040 | | \$1,758 | | \$3,337 | |
| Officer Life Insurance | \$16,287 | | \$12,394 | | \$17,841 | |
| Auto | | | \$9,056 | | \$6,792 | |
| Moving Expenses | | | \$17,159 | | | |
| Loss on Assets | | | \$63,388 | | | |
| Internet Recruiting Startup Expenses | | | \$27,945 | | \$28,412 | |
| Sellers Discretionary Cash (SDC) | \$420,392 | | \$57,270 | | \$282,502 | |
| Weighted SDC | | | \$276,370 | | | |
| Weighted Three Year Sales | | | \$884,552 | | | |



For Further Information Contact:
 Karen Rehn, Partner
 ABA, LLC
 Telephone (262)784-8700
 Fax (262) 784-8702
sales@acqbizadvisors.com

Reference Client ID #R080405
www.acqbizadvisors.com

Business Description: The company was established in 1985. The Company enjoys success in placing executives and middle-management professionals in a niche market. This company caters to mid to large size companies throughout the U.S. Their customers depend on them to deliver qualified professionals and executive candidates to fill middle and upper management positions. This company has great middle management with huge growth potential under new leadership. Owner willing to stay on for training/consulting transition period.

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