

# JANAS

## NEWSLETTER

June 15, 2015

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- I OWNED IT!
- I SOLD IT!
- I STILL OWN IT!

or

### HOW TO TAKE CHIPS OFF THE TABLE, RETAIN CONTROL AND HAVE AN OPEN CHECKBOOK FOR EXPANSION

During the late 1990's, Janas was the intermediary in the sale of a mid-western petroleum compounder blender. The Company had three principal owners who had mortgages on their homes, leased cars, children with college needs and \$10 million in personally guaranteed debt. Janas:

- Positioned the company for sale
- Negotiated a sale of 80%
- Arranged favorable, 5-year management contracts

The company was combined with other companies owned by the Private Equity buyer. The former clients achieved significant financial benefit from the re-sale six years later.

#### What is a Sale?

Many owners nearing retirement age don't really want to retire. On the other hand, the owner group wants future financial security. Here is how to 'have your cake and eat it too.':

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- **I own it!** True, but I need liquidity and diversity for retirement and for my family.
- **I sold it!** See a percentage of your company to a Private Equity Fund.
- **I still own it!** Enter into a Management Contract to retain control and achieve bonuses.
- **I sold it - AGAIN!** The Private Equity Fund provided growth capital. The Enterprise Value continued to grow. After five years, we sold again - another payday.

**Janas Associates, Investment Bankers, and Janas Consulting, Management Consultants are recruiting new professionals to support growth of the Firm.**

**JANAS** is an Investment Bank and Management Consulting firm focused on the middle market. Our professionals have personal experience in many industries and as practicing professionals in law, accounting and consulting. We "*Put ourselves in the shoes of our clients.*"

**JANAS HELPS BUSINESS OWNERS  
ENHANCE THE VALUE OF THEIR COMPANIES  
THROUGH OPERATIONAL AND STRATEGIC  
PLANNING.**

**JANAS HELPS BUSINESS OWNERS  
MAXIMIZE PRICING AND BENEFITS.**

Historic results are not an assurance of similar results in the future.

**JANAS Consulting.  
Our Results Speak for Themselves.**

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