



We're building a network of 10,000 employee-owned small businesses

Teamshares is the U.S. market leader for small business retirement sales. Founded in 2019, our skilled team has acquired and transitioned 90 small businesses to date, representing 31 states, 42 industries, and 2,500+ new employee owners.

And we'd love to work with you next.

How our purchase process works:

- Teamshares buys your client's company
- Employees are gifted a collective 10% of total stock, kickstarting the company's transition to 80% employee ownership within 20 years
- We vet, train, and place capable new leadership, so your client is able to exit quickly and completely
- Your client's legacy—their business, loyal employees, and the community it serves—continues to flourish, and the business will never be sold again



On behalf of our entire team, thank you for considering Teamshares

Retirement sales are notoriously complicated—practically and emotionally—but the companies and former owners that join our network are in good hands. With Teamshares, former owners can transition out of the business quickly, and retire confidently knowing the company they built will continue to grow, remaining locally owned and operated.

We have a reputation for doing right by sellers, the vast majority of whom (90%+) report being not only pleased but also *proud* to have sold to Teamshares.

- ~90% close rate on Letters of Intent
- 90 successful small business acquisitions to date
- Comprehensive, prompt, and fair evaluations
- Decades of experience acquiring and running small businesses
- Proven track record for doing right by owners, employees, and their companies

Teamshares¹

teamshares.com | cio@teamshares.com

Key criteria for a Teamshares acquisition

- **True retirement sale**

The owner is of retirement age, 50 or older, and retiring from the industry.

- **Steady owner earnings**

Seller Discretionary Earnings (EBITDA plus owner compensation) of \$400K to \$2M in two of the last three years, tax return provable.

- **Owner transition period**

The owner is open to a transition period of six months or less, at a mutually agreeable compensation.

- **Simple ownership**

Our preference is to work with no more than two active, retiring owners. We consider owner retirement sales of more than three on a case-by-case basis.

- **Two or more managers**

The company has at least two managers or supervisors, supporting the owner in bookkeeping, dispatch, sales, or project management.

- **Real estate: lease or purchase**

We consider both multi-year leases and real estate purchases on a case-by-case basis.



How our model works

- We look for true small businesses we believe can thrive for generations, based on a series of carefully considered assessments. As a result, we sometimes pass on good businesses.
- We are the sole buyer, and don't require any outside approvals or financing contingencies. As a result, our acquisition team averages 90 days between signing an LOI and closing the transaction.
- We recruit, train, and support a new leader for the company.
- Your team remains intact, as long-term retention and opportunities for advancement are key goals of employee ownership.
- Transaction terms vary, so that we can be an active and reliable exit plan for retiring owners, regardless of the economy or market trends.
- The business remains locally owned and operated.
- Teamshares continues to support company growth (and its transition to 80% employee ownership) through leadership mentoring, recruiting and marketing assistance, and ongoing access to financial education, open-book management software, and other specialized products.

— Confidential Buyer Profile

Company	Teamshares Inc.
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Company description	Teamshares is making employee ownership the future of small business. We buy businesses from retiring owners and transition them to 80% employee ownership within 20 years, kickstarting the process by gifting workers 10% of total company stock. We are long-term partners, focused on simplifying the transaction process and ensuring small businesses continue to thrive after their owners retire.



— Confidential Buyer Profile

Industries	All
Revenue range	Up to \$20,000,000
Transaction value	Up to \$7,500,000 for business (excluding real estate)
Minimum SDE	\$400K minimum SDE each year for two of the last three years.
Purchase timing	Immediate. Our acquisition team can close in as little as 90 days.
Source of funds	Cash and committed capital



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