

Finding the right Buyer - We'd built our retirement home down south and had a deadline for when we'd plan to move. The only problem was, I had been trying to sell the Metal Fabrication business on my own. It was not going well. The only option I saw was to shut down my 76-year-old business, sell off the equipment and hand over my customers to a competitor. That's when my CPA recommended Doug Pendleton at George & Company. Doug came in, he helped package my business and presented it the Buyers on George & Companies data base. Within a few weeks we had multiple offers. We talked through the various offers and Doug help me select the Buyer that he believed would ultimately close on my business. What was most impressive about this Buyer was that right after we signed the LOI the pandemic hit. Despite the Covid crisis and a 4-month delay with the banks dealing with PPP loans the Buyer was steadfast! It was stressful and there were many delays but, we closed on the deal. We had a number of good buyers vying to acquire my company some with even better offers. I will credit Doug for helping me to pick the right buyer. It was critical. I am enjoying my retirement and I want to thank Doug for assisting me throughout the process of selling my business.

Sincerely, Wayne Cordes / Retired