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 **ID#: INS009**

**FOR SALE: Academic Coaching, Test Prep & Tutoring**

*Three centers serving the Omaha Metro for 20 years*

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| Financial Overview **List Price: $825,000****Gross Sales** **2018:** $1,054,466**Owner Profit/Cash Flow****2018:** $257,365**Profit Margin:** 24% in 2018**Multiple:** 3.2**Valuation:** 2018Cash Flow x Multiple = Valuation $257,365 x 3.2 = $823,568 |  | Funding Example **Purchase Price: $825,000***12.5%* **Buyer Down Payment:** $103,125*12.5%* **Seller Financing:** $103,125*75%* **Bank Loan:** $618,750*A 12.5% down payment of $103,125 returns $136,437 in the first year after debt payments!*Description Academic coaching, test prep and tutoring business with three centers serving the Omaha Metro for 20 years. Each location has two full-time directors and 10-15 part-time instructors with 45-60 students at each location. Part of a national franchise with locations across the globe, these three educational centers are the only ones in Eastern Nebraska and are dedicated to helping students succeed. Services include academic coaching (75%) college prep and homework support (20%) and STEM (5%). The seller currently oversees operations and assists as needed. Requiring pre-payment or an auto payment plan in place, this center has over $40,000 in the pipeline. This business boasts an average sale size around $3,000 for core academic programs with approximately 45-60 students at each location. 2018 carried a 24% profit margin!Growth opportunities include advancing test prep in private school systems, adding satellite locations, and getting more involved in the local communities. Offering a variety of educational services, this team of dedicated teachers provide students with the individualized education they need to unlock their potential in the classroom and beyond. |
| Assets Included in Purchase\*: $54,480 **Equipment:** $54,480 Computers, Furniture & Fixtures**Intangible Assets:** Positive reputation and proven success record**Pipeline:** $40,000 *\*amounts may vary* |  |
| Business Information **Years in Business:** 20+ years in business**Location:** Omaha, Nebraska**Service Area:** Omaha Metro, Council Bluffs & Lincoln**Number of Clients:** Currentlyaround45**-**60 students at each location**Services:** Academic coaching (75%); college prep and homework support (20%); STEM (5%)**Building:** Offices, lobby, instruction rooms, storage room, etc. Location 1: 1,185 square feet; Location 2: 2,700 square feet; Location 3: 2,588 square feet**Reason for Selling:** New Ventures**Employees:** 40: Each location has 2 FT Directors and 10-15 PT Instructors**Typical Hours:** M-TH 9am-8pm; Fri 9am-4pm; Sat 8:30-1pm with shorter summer hours**Seller Training Period:** 3 months**Growth Opportunities:** Advancing test prep in private schools, adding satellite locations, and getting involved in the local communities |  |
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|  ***- CONFIDENTIAL -*** Last Revised ML 7/9/19 |
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