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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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