

SMART, FINANCEABLE, LEGACY-PRESERVING EXITS

The Intelligent Exit Strategy for Founder-Led Companies



Powered By:



ACQUISITION
EXPERTS LLC

VALUATION

KNOW THE NUMBER THAT MAKES IT POSSIBLE

You built something worth preserving. Now you're thinking about your next chapter — without dismantling the work of a lifetime. Our role is to engineer a clean, financeable ownership transition that preserves leadership, culture, and continuity.

Every engagement begins with a financeable business valuation. Not just a number on paper — but the number that will actually close in today's market, under today's lending conditions.

With decades in SBA lending, business sales, and regulated-sector transitions, we bridge the gap between owner expectations and lender reality. This is not brokerage. This is transition strategy.



SBA

Backed Financing

100%

Fair Market Value

Legacy

Preservation



INTELEXIT.COM

THIRD-PARTY SALE

Confidential Marketing to Find the Right Buyer

Great businesses attract attention. But not all attention is equal. The strongest buyers are prepared and qualified. They respect what you've built and are ready to pay fairly for it. Our process ensures those are the only buyers you ever meet.

We don't waste time. We focus on discreet, targeted marketing that connects you with serious buyers who respect your legacy and have the resources to carry it forward.



Quiet

Process

Qualified

Businesses

Clean

Transactions

What It Delivers:

- Confidential marketing to protect your business while drawing the right attention
- Access to vetted, motivated buyers with capital and credibility
- SBA-aligned deal structures that make the transaction financeable and smooth
- Seller protections that lock in your value, terms, and transition



KEY EMPLOYEE BUYOUT

Turning Leadership into Ownership

Sometimes the right buyer is already inside your business. Key employees know the operation, the customers, and the culture. But knowledge alone isn't enough — they need the structure and financing to step up as owners. That's where we come in.

We design a contractual path that turns loyal leadership into a financeable buyer. The result is continuity for your business, opportunity for your team, and liquidity for you — without putting your legacy at risk.

What It Delivers:

- A structured path for employees to buy without personal strain
- SBA-friendly design that combines bank financing and seller support
- Clear protections on value, terms, and transition
- Continuity of leadership, culture, and operations



Trust

Known Leadership

SBA

Financeable

Clean

Transition



ESOPable™ INTERNAL EXIT

The Structured Employee Ownership Transition

When your business is bigger than one successor, an Employee Stock Ownership Plan (ESOP) creates a solid buyer in the form of a trust. It's not a giveaway — it's a full fair-market sale with many advantages over a private equity sale.

We make the ESOP process practical and financeable. Your employees gain ownership through a trust, you gain liquidity and tax advantages, and your business keeps the team, the brand, and the location that made it strong.

What It Delivers:

- A bank-financed, fair-market sale to an ESOP trust
- Liquidity for the owner plus tax-efficient seller financing
- Continuity of brand, culture, and location
- A structured, compliant process with seller protections

Be Unstoppable. Be ESOPable™



YOUR BUSINESS. IN FINANCEABLE TERMS.

A valuation should be more than a guess or a formula. Ours are transaction-driven, SBA-grounded, and tailored to the exit path you choose.

What Sets Our Valuations Apart:

- 1 **Market Based Data** – Built for the deal you'll pursue, not just a report
- 2 **SBA-Grounded** – Aligned with lender underwriting and buyer financing capacity
- 3 **Trusted** – Credible to sellers, bankable to lenders

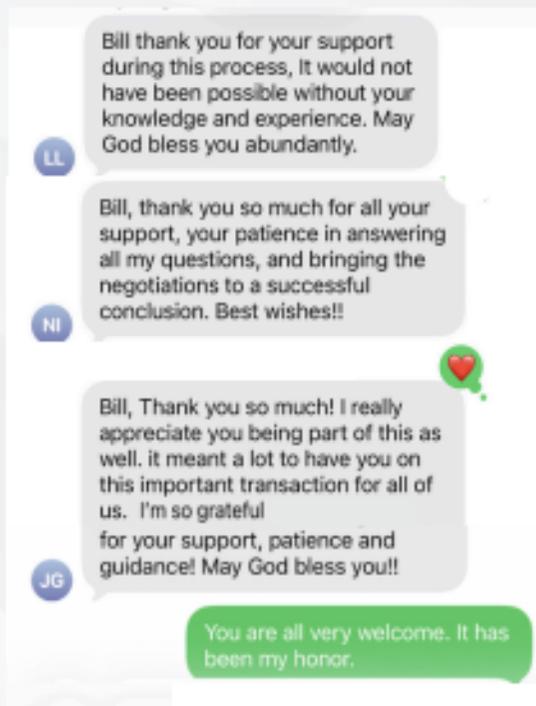
Whether we're structuring a third-party sale, a Key Man Buyout, or an ESOPable™ transaction, **your valuation is the foundation of the strategy** — and the reality check that keeps everything financeable.

WHY CHOOSE US

More Than a Broker. A Transition Strategist.

- Tailored exit paths to meet your goals and circumstances
- Financeable valuations for every path
- Deep SBA lending and structuring expertise
- Quiet, culture-protecting process
- Proven track record in regulated and goodwill-heavy sectors
- Veteran-led discretion and discipline

We bridge the gap between owner expectations and lender reality to create truly financeable exit plans.



Tailor
Exit Paths

100%
Transparency

Proven
Track Record

YOUR NEXT CHAPTER STARTS WITH THE RIGHT NUMBER

Bill West is a Transition Strategist for founder-led businesses. He structures clean, financeable ownership exits that protect continuity, compliance, and culture. A Marine Corps veteran and **former SBA lending Team leader**, Bill combines technical knowledge with operational insight. His work bridges valuation, financing, and deal execution to deliver transactions that close smoothly and preserve what founders have built.

Through his Intalexit and ESOPable™ platforms, Bill leads confidential transitions including SBA-financed internal sales, key-employee buyouts, and third-party transactions. His focus is on clarity, structure, and results. Based on Florida's Treasure Coast, **Bill has earned recognition from the Florida Economic Development Council** and the International Business Brokers Association for his leadership in business succession and community-based economic growth. He also serves as the Chair of the Early Learning Coalition of Indian River, Martin, and St. Lucie Counties.

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