

What Business Owners Need to Know

Match Factor is a pilot project led by Economic Developers Alberta (EDA) and SuccessionMatching to match Alberta businesses ready to sell with investor partners and newcomers to Canada. The Match Factor Pilot Project aims help Alberta businesses with their transition planning, matching these businesses with investors as well as with Ukrainian people displaced by the ongoing war in their region.

SuccessionMatching already has investors who are looking to deploy capital for the purpose of purchasing businesses suitable to employ displaced Ukrainians, with the long-term vision to transition ownership to the Ukrainian employees themselves.

How it works



Ideal Business Profile

- A one to five-year timeline before the business owner wants to sell and retire.
- \$2-20 million CAD in enterprise value, with a minimum profit of \$200,000 per year.
- At least 4 employees.
- In an industry that does not require provincial accreditation of 100 percent of the shares (e.g., it cannot be a dental office).
- Located in a community where an economic development professional can help displaced Ukrainians navigate personal services once they arrive in the community.



To Note



Most business owners do not know if they are ready to sell, or do not understand what they need to be ready to sell. This becomes an issue when the relationship between the seller and the investor buyer reaches the due diligence stage, and most often results in the deal falling apart. This is why SuccessionMatching has the Formal Succession Planning program, which is outlined below...

Formal Succession Planning Program

Comes with a free one year premium membership to SuccessionMatching.

Formal Succession Planning Program

Core Program Deliverables

Logistically and emotionally prepares the business owner for...

- The preparation process
- Engaging with a buyer
- Negotiating with that buyer
- Closing a deal that leads to their transition or exit.
- 7 one-on-one educational sessions
- 13 hours of administrative support
- Discounted Cash Flow analysis
- Sell Book
- Pitch Deck
- Sell Sheet
- Due diligence binder
- Confidential documents for negotiating
- Coaching on finding and engaging with a buyer

To apply - visit https://insights.successionmatching.com/uip_eda