

Business Builders Program Overview

Entrepreneurship Through Acquisition (ETA)

Business Builders is a structured entrepreneurship-through-acquisition program designed to help aspiring business owners identify, acquire, operate, and scale established small businesses. Rather than starting a business from scratch, participants learn how to acquire profitable companies using a combination of SBA financing, seller financing, and investor capital.

The program is designed for corporate professionals, entrepreneurs, veterans, executives, and investors who want to transition into business ownership while minimizing startup risk.

Program Objective

Within 180 days of entering the program, participants will:

- Develop a personalized acquisition strategy
 - Build a business acquisition buy box
 - Source and evaluate acquisition opportunities
 - Learn valuation and deal structuring
 - Build relationships with brokers, lenders, and investors
 - Complete due diligence on target companies
 - Submit Letters of Intent (LOIs)
 - Secure acquisition financing
 - Close on a business acquisition
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Program Structure

Phase 1: Foundation

Duration: Ongoing Membership

Delivery Method:

- Online Learning Portal
- Weekly Virtual Training
- Templates & Worksheets
- Community Access

Focus Areas:

- Entrepreneurship Through Acquisition fundamentals
 - Business acquisition strategies
 - Buy box development
 - Industry selection
 - Financial literacy
 - Deal sourcing fundamentals
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Phase 2: Deal Vault

Duration: Ongoing Membership

Delivery Method:

- Online Platform
- Monthly Live Workshops
- Deal Reviews
- Community Collaboration

Focus Areas:

- Live deal analysis
- Business valuation
- Broker engagement
- Financial statement review
- Due diligence preparation
- Capital stack education

Participants gain access to acquisition opportunities and real-world deal discussions.

Phase 3: Accelerator

Duration: 180-Day Acquisition Sprint

Delivery Method:

- Cohort-Based Training
- Weekly Live Sessions
- Group Coaching

- One-on-One Strategy Sessions
 - Broker Introductions
 - Lender Introductions
 - Investor Introductions
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Accelerator Curriculum

Session 1: Defining Your Buy Box

Time Frame: Week 1

Topics:

- Industry selection
- Geographic focus
- Revenue targets
- SDE targets
- Acquisition criteria

Deliverable:

- Completed Acquisition Buy Box
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Session 2: Deal Sourcing & Broker Outreach

Time Frame: Weeks 2-3

Topics:

- Business broker relationships
- Direct outreach
- BizBuySell strategy
- Search fund techniques

Deliverable:

- Broker outreach plan

Session 3: Business Valuation & Financial Analysis

Time Frame: Weeks 4-5

Topics:

- SDE calculations
- EBITDA calculations
- Multiples analysis
- Cash flow analysis

Deliverable:

- Valuation model
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Session 4: Financing Your Acquisition

Time Frame: Weeks 6-7

Topics:

- SBA 7(a) financing
- SBA 504 financing
- Seller financing
- Investor capital
- Capital stack construction

Deliverable:

- Acquisition financing plan
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Session 5: Letter of Intent (LOI)

Time Frame: Weeks 8-9

Topics:

- Offer structure
- Purchase price negotiation
- Seller note negotiation
- Working capital requirements

Deliverable:

- Draft LOI
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Session 6: Due Diligence

Time Frame: Weeks 10-12

Topics:

- Financial diligence
- Operational diligence
- Legal diligence
- Customer concentration
- Employee review

Deliverable:

- Due diligence checklist
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Session 7: Deal Structuring & Negotiation

Time Frame: Weeks 13-16

Topics:

- SBA-compliant structures
- Seller financing
- Equity partners
- Risk mitigation

Deliverable:

- Final acquisition structure

Session 8: Closing & Transition Planning

Time Frame: Weeks 17-24

Topics:

- Purchase agreements
- Closing process
- Day One planning
- 100-Day operating plan

Deliverable:

- Acquisition Closing Plan
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The Business Builders Acquisition Framework

Participants are trained to pursue businesses that generally meet the following criteria:

Criteria	Target
Revenue	\$1M – \$5M
SDE/EBITDA	\$300K – \$1M
Years in Business	10+ Years
Employees	5 – 30
Industry	Essential Services
Owner Transition	Retirement or Succession-Based

Preferred Industries

- Childcare & Early Education
- Healthcare Services
- Home Services (HVAC, Plumbing, Electrical)
- Aftermarket Automotive
- Professional Services
- Business Services
- Managed IT Services

Support Ecosystem

Participants gain access to:

- SBA Lenders
- Business Brokers
- Private Investors
- Attorneys
- CPAs
- Quality of Earnings Providers
- Due Diligence Specialists
- Insurance Professionals
- Business Coaches

Expected Outcome

By the end of the Business Builders Program, participants will have the knowledge, network, tools, and support needed to transition from employee or entrepreneur to business owner through acquisition. The goal is not simply education—it is helping participants acquire a profitable business, create long-term wealth, and build a scalable enterprise that can grow through future acquisitions.

Acquire. Build. Scale.

Business Builders – Entrepreneurship Through Acquisition for the Next Generation of Business Owners.