



**BRENTWOOD
GROWTH**

Case Study

**Plumbing and HVAC Business
Uses Brentwood Growth's Expertise
To Find Great Buyer**



About Jon's Plumbing & Heating Air



Jon Sells, the previous owner of Jon's Plumbing & Heating Air, located in Mount Vernon, Ohio, had witnessed his enthusiasm for the business diminish over time. An earlier attempt to sell with another broker felt uninspired, leaving Jon questioning the firm's commitment to realizing the value of his life's work. It was Brentwood Growth's targeted email campaign that reignited Jon's consideration of a sale, arriving at a time when he was fully prepared to transition.

Results

Brentwood Growth illuminated the path forward for Jon with an innovative, market-driven valuation strategy that contrasted with his initial expectations of a fixed-price listing. The rapport established with John from Brentwood Growth was immediate, instilling a belief that they would leave no stone unturned in pursuit of selling.

The team at Brentwood Growth became indispensable mentors to Jon. With patience and wisdom, they demystified the selling process, ensuring that Jon felt supported and confident every step of the way, regardless of whether he was on vacation, or it was after hours. The professional fee was perceived by Jon as a fair exchange for the exceptional service rendered.

The business's valuation came in higher than Jon had hoped, affirming the effectiveness of Brentwood Growth's detailed and strategic approach, which concluded with a successful sale.

What The Seller Had To Say



"I was given a timeline early on of what to expect. That timeline was hit every time. Our close actually happened sooner than the given timeline. My overall experience was excellent, and I would recommend Brentwood Growth to other sellers without hesitation."

- Jon Sells

Seller, Jon's Plumbing & Heating Air

About Brentwood Growth

Brentwood Growth assists home service and facility management business owners wanting to sell all or part of their business. We assist in valuation, transaction structure, marketing the business, leveraging our network of institutional buyers and managing due diligence / legal process to close.

Our fees are 100% performance-based paid at close of transaction.

Our experienced advisors offer comprehensive business valuation services, combining financial and operational expertise with a deep understanding of business ownership and company acquisitions. We have also been on the buy and sell side of many transactions.

This blend brings knowledge, experience, and value to a sale, purchase, or consulting relationship.

Schedule a complimentary business valuation consultation with one of our trusted advisors.