

# High Margin Medical Examination Business with Protected Territories and Upside

BBF# 4110-00289

## REVENUE

**\$784,000 (Y21)**

## DISCRETIONARY EARNINGS

**\$237k (Y21)**

## OFFERING PRICE

**\$695,000**

## BUSINESS HIGHLIGHTS

Owned for 17+ years by the same owner, this is a unique service-based business with an exclusive agreement securing 5 large counties in Central Florida to administer paramedical exam services for life, disability, group and health insurances.

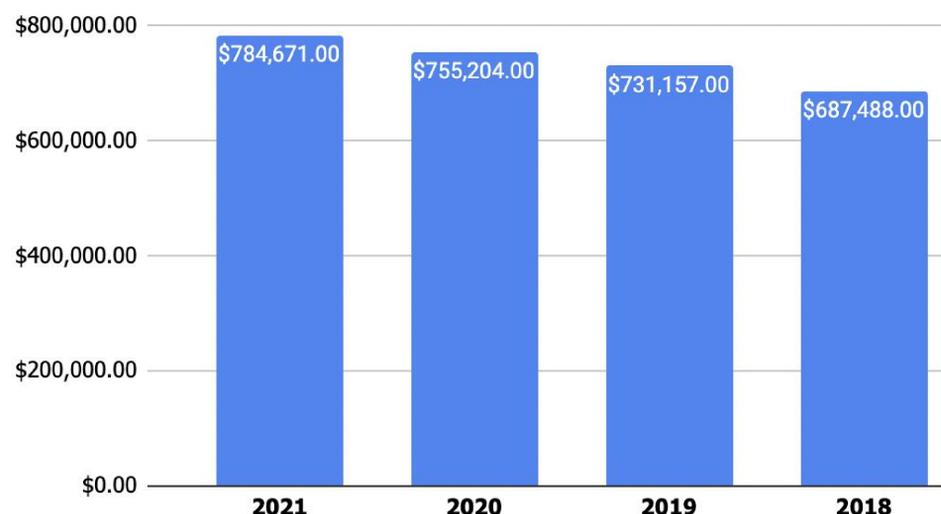
Insurance companies are billed directly and net sales (approx. 20-22%) are provided to the company. Business comes in from independent agents and brokerages with existing relationships and directly from insurance companies that order on behalf of insurance agents. The company averages approximately 1,000 cases per month.

The business is run with 2 FTE's and 18-20 independent contractor field technicians. This is a turn-key operation and perfect for an owner/operator; from an entrepreneur looking for a bolt-on, to a sales-focused individual looking to 'leave corporate' and run their own business. There are several opportunities to increase sales and grow the business behind an (almost) 50 year old company and the largest of its kind in the US.

## BUSINESS DETAILS - BY THE NUMBERS

- 17** Years owned and operated, mostly absentee ran
- 15** Years that the longest tenured employee has been with the company
- 5** Amount of Central Florida Counties that have exclusivity and protection
- 1,000** Approximate number of cases served per month
- \$7,500** Amount of inventory included in sale (mostly exam kits)
- \$81** Average retail cost per case served.
- 34%** Amount of gross sales earned by 1099 contractors, annually
- 20-22%** Net Margins to the company
- \$2700** Price for rent monthly, including taxes (1400sf office)

### Year-Over-Year Sales



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