



NEWSLETTER



Private Equity is Hunting: Is Your Business PE-Ready?

The M&A landscape is being driven by an aggressive hunt from Private Equity (PE) firms. These buyers are actively seeking stable, profitable mid-market businesses and if you own one in Colorado, you are likely on their radar.

This is a prime opportunity, but PE due diligence is notoriously rigorous. To attract a premium offer, your business must be positioned as a scalable, low-risk platform.

The Three Must-Haves for a PE Buyer

PE funds are looking for businesses that can grow rapidly without the current owner. They value stability and systemization above all else. Your company needs to clearly demonstrate:

- **Non-Reliance on Owner:** A strong, empowered management team and documented systems that ensure the business can run without you.
- **Clean, Predictable Finances:** Flawlessly accurate books and clear EBITDA showing recurring or predictable revenue.
- **Scalability:** A clear, documented plan for future growth and the operational capacity (systems, not just people) to handle it.



Your Next Step: Get PE-Ready

The opportunity to sell your business to a top-tier financial buyer is here. Don't let the intensity of their due diligence cost you millions. You need to structure your operations and financials to meet the specific demands of the PE playbook.



At Wright Business Advisors, we specialize in helping owners strategically prepare for and attract the best PE offers. We help you showcase your business as the premium platform they are hunting for.

Contact us today for a confidential, PE Readiness Assessment.

