

Advice from owners who sold their HVAC businesses

What to consider if you're thinking about selling your business.



You've built your business by earning the trust and respect of customers and employees. And you've brought your corporate values to life by giving back to your community. Now, as you contemplate the next step in evolving your company, you face one of the most important decisions of your business career. How do you choose the right partner? We asked commercial HVAC business owners about their top concerns before engaging in discussions with potential acquisition partners. The following is a summary of advice from owners who partnered with PremiStar.



Protect Your Employees' Future

While all owners told us they were interested in finding a partner to help take their business to the next level, one overwhelming concern was ensuring the welfare and future of their employees. Some investors prioritize near-term financial returns over long-term success. PremiStar is an industry-leading service provider that won't try to change how you operate. Instead, we invest the resources needed to preserve your legacy and maintain the trust you have earned with employees and customers.

Preserve and Enhance Your Reputation with Customers

Few things in business are more valuable than the trust earned with customers for acting in their best interest to help facilities operate at peak capacity while reducing energy, maintenance, and operating costs. Joining the PremiStar family of companies enables you to build upon and grow your customer relationships by collaborating with other leading HVAC companies nationwide to adopt best practices for service, project management, safety, training, and technology.



Ensure Your Family's Financial Security

A third concern expressed by HVAC business owners was finding a partner they could trust to help grow their business and ensure the security of their family's financial future. Owners who partner with PremiStar benefit from a unique business model that enables them to benefit beyond the initial transaction by receiving equity in one of the most successful and fastest-growing commercial HVAC, plumbing, and controls companies nationwide.

The PremiStar Partnership Program

Whether you are just starting to contemplate engaging in discussions about the sale of your business or actively evaluating your options, it pays to get in touch with PremiStar.

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