



**Broker Info**



Eric Mellem  
*Business Broker/ M&A Advisor*  
(310) 882-2200 x 146  
LIC# 1220802

**Summary**

**High Margin, simple to run, home based business contracted with major nationwide retailers.**

Highly profitable, home based business with low overhead and no inventory. This service based company is well established with retail customers that are likely to stay with the program long into the future as this company helps them drive profitability and gain market share. This is achieved through rebate systems administered by this company and paid by utility companies to retailers selling energy efficient devices.

Service consulting business that coordinates rebates for major retailers and administers payments and reimbursements from utility companies. This company charges a transaction fee for the transactions. This program helps increase market share and profitability for retailers. Retailers become "addicted" to the program resulting in long term, loyal customers.

It's less expensive for utility companies to pay a rebate for energy saving devices than expanding their own capacity. The mission to install energy saving devices is ongoing and still in the infancy stages, so this company should have a long, successful future by simply continuing to provide great customer service.

Most retail companies do not have internal operations to administer the programs and contract with outside companies for this service. Utility, and rebate knowledge/experience is a plus, but training will be offered.

**Growth Opportunities:**

Expansion opportunities exist by targeting countless retailers across the US. The platform could easily accommodate more business, so there are no infrastructure investments to expand the business.

For more information, please complete the Buyer Registration at [Buyer Registration - BizEx](#)

**Background**

**General Location:** Dallas, TX  
**Category:** Business Services (B2B)  
Other Business Services  
**Years in Business:** 8  
**Under Present Owner:**  
**Hours of Operation:** 7AM CST-5PM CST Mon-Fri  
**Owner Hours:** Flexible  
**Training:** 4 weeks @ 20 hours  
**Organization Type:** LLC  
**Lease Expiration:** N/A  
**Lease Options:** N/A  
**Building Size:** N/A  
**Employees:** 2  
**Reason for Sale:** Pursue Other Opportunities

**Financials**

**Asking Price:** \$2,495,000  
**Down Payment:** Negotiable  
**Gross Sales:** \$975,000  
**Discretionary Cash Flow:** \$600,000  
**FF&E:** \$10,000  
**Inventory Included?** Yes  
**Inventory:** \$1,000  
**Min. Operating Capital:** \$40,000  
**Real Estate Available?** No  
**Rent:** N/A  
**Payroll:** \$14,500

Year	2018	2019	2020
Gross Sales	\$ 948,830	\$ 975,741	\$ 807,149
Gross Profit	\$ 948,830	\$ 975,741	\$ 807,149
Disc. Earnings	\$ 634,764	\$ 704,767	\$ 535,239

