



### Broker Info



**Eric Mellem**  
*Business Broker/ M&A Advisor*  
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LIC# 1220802

### Background

**General Location:** Los Angeles, CA  
**Category:** Legal Services  
Business Services (B2B)  
**Years in Business:** 8  
**Under Present Owner:** 8  
**Hours of Operation:** 8:30am - 5:30pm  
**Owner Hours:** Varies  
**Training:** 2 weeks @ 30 hours  
**Organization Type:** S-Corp  
**Lease Expiration:** NA  
**Lease Options:** NA  
**Building Size:** Home Office. Remote Workers  
**Employees:** 5  
**Reason for Sale:** Retirement

### Financials

**Asking Price:** \$2,100,000  
**Down Payment:** Negotiable  
**Gross Sales:** \$1,200,000  
**Discretionary Cash Flow:** \$600,000  
**FF&E:** TBD  
**Inventory Included?** Yes  
**Inventory:** TBD  
**Min. Operating Capital:** TBD  
**Real Estate Available?** No  
**Rent:** \$0  
**Payroll:** \$10,000  
**Financing:** SBA

### Summary

**Affordable Care Act Health Insurance IRS Required Filings Compliance Company based in Los Angeles.**

The IRS and Dept. of Labor require businesses with 50 or more employees to file Forms 1094 + 1095-C and also ERISA Wraps + 5500 filings. This well established and respected company has about 300 clients nationwide who rely on them to properly file these mandatory annual forms or are penalized.

- 30% Year to Year Growth
- High Profit Margin - 50%
- Employees work remote
- Very Specialized, Niche Business Sector
- Nationwide Client Base
- High Recurring Annual revenue
- Many Revenue Areas Available

The majority owner is retiring and the other partner (partner's son) is willing to stay post transfer.

This is a highly specialized industry and the sellers will entertain offers from qualified buyers with a basic or high understanding of the market. SBA has pre-approved the business for a qualified buyer as low as 10% down. We are only engaging with buyers with a reasonable background in the industry. Proof of Funds and/or Bank Approval will be required.