

# MOLLENHOUR GROSS

**Dear Business Owner,**

You have earned our respect and appreciation.

As entrepreneurs and business owners ourselves, we understand the commitment, sacrifices, and investments that are required to accomplish what you have achieved. The below quote from Theodore Roosevelt captures the years of trials you have overcome and the stature you have earned.

*“It is not the critic who counts; not the man who points out how the strong man stumbles, or where the doer of deeds could have done them better. The credit belongs to the man who is actually in the arena, whose face is marred by dust and sweat and blood; who strives valiantly; who errs, who comes short again and again, because there is no effort without error and shortcoming; but who does actually strive to do the deeds; who knows great enthusiasms, the great devotions; who spends himself in a worthy cause; who at the best knows in the end the triumph of high achievement, and who at the worst, if he fails, at least fails while daring greatly, so that his place shall never be with those cold and timid souls who neither know victory nor defeat.”*

You have been “in the arena” and you have succeeded. Your business is a testament to your character, your hard work, and your market success.

We are actively seeking opportunities to buy all or a portion of businesses like yours that earn at least \$1,000,000 per year. Our goal is to extend the life of such exceptional businesses by providing them a stable, long-term home and by relying on exceptional people to run them (many of whom we hope currently work for you). We do not limit our interest to only those industries that often make front-page news. In fact, we particularly savor those businesses that are in humble, stable industries.

If you are interested in selling all or a portion of the company you have built and love, we would love to hear from you. Any such conversations will be strictly confidential and we will let you know quickly whether we are interested or not. We only ask that you provide a price; we can’t decide to buy something for which we don’t know the asking price and you know what your company is worth better than we do.

With Respect,  
Jordan Mollenhour and Dustin Gross