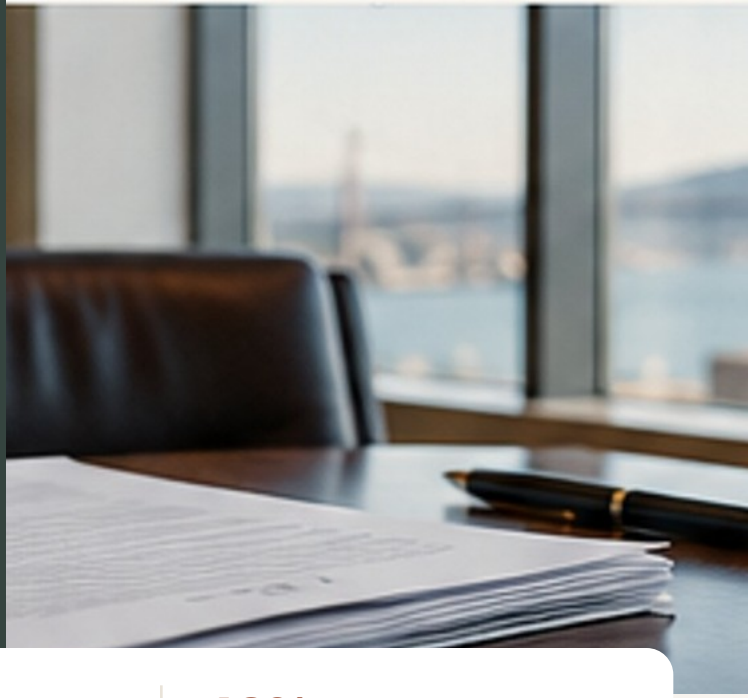
COWGIRL VENTURES

MAJORITY INVESTMENT

Litigation Research & Consulting

Finding a growth partner without requiring the founder to walk away.



$3.5M
enterprise value

5
qualified offers

40%
founder stake retained

THE BUSINESS

A litigation research and consulting firm that was a sole practioner for 14 years -- profitable operations, repeat and referral relationships, and a remote service model.

THE FOUNDER'S GOAL

The owner wanted a partner to help grow the business, meaningful liquidity at closing, and the ability to remain involved in the work as well as participate in future upside. He wanted to go back to a new business development role after help with hiring employees, training and expanding technology capabilities to increase business volume and "vertical market" customers.

SIGNIFICANT VALUE ADD

We cleaned up and digitized the financial statements, positioned the company as around its tech-enabled platform showing scope and scale. Went offline to find engaged qualified buyers and evaluated five offers at ask on strategic fit and financial benefits.

THE RESULT

A technology-focused growth investor acquired a 60% interest at full asking price.

IN THE SELLER'S WORDS

"I started out thinking a business broker simply connects buyers and sellers. Erica proved to be much more than that. She became one of my most trusted advisors throughout the transaction."

THE TAKEAWAY

A majority sale can deliver liquidity and growth support while preserving meaningful ownership and a founder's legacy. If structured properly , it can be a great bridge to retirement with liquidity options at close and later.

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Illustrative imagery • Business details presented anonymously