METHODICA CAPITAL™

FOR PRESIDENTS, GMS AND LEADERSHIP TEAMS

You Run the Business. You Should Have a Shot at Owning It.

A management buyout is exactly what it sounds like: the people who run the business day to day buy it from the owner. You've spent years building value for someone else. You don't have to be wealthy to own a real piece of it.

49%
want to exit within 5 years

42%
have a written transition plan

Many owners haven't put a plan on paper yet. The people already running the business may be the plan. Source: Exit Planning Institute, 2023 National State of Owner Readiness Report.

IS THIS YOU?

- A president, GM or operations leader whose owner is nearing retirement
- A minority partner looking to buy out a co-owner
- A leader with a growth plan the owner isn't willing to fund
- A management team that wants to buy the company you helped build
- An experienced executive who knows a company that needs new leadership
- A team ready for real ownership, with a partner behind you, not over you

THE MONEY

You Don't Have to Be Rich to Buy the Business You Run. It's Rarely One Big Check.



A Lender
Typically funds the largest share, repaid from the company's profits, not your pocket.

Methodica & Co-Investors
The equity, including our family office's own money in every deal.

The Owner
Often takes part of the price over a few years. A vote of confidence in you.

The Management Team
Not a fortune, but enough that it matters to you and shows you're committed.

Illustration only. Every deal is structured differently.

YOUR OWNERSHIP, IN PLAIN ENGLISH

Why a Small Check Can Mean a Real Stake.

Picture buying a $500,000 building with some investors: a $400,000 mortgage and $100,000 down. Put in $25,000 of the down payment and you don't own 5% of the building. You own 25% of the equity. As the mortgage is paid down and the building grows in value, your slice grows with it. A company works the same way.

Building price	**$500,000**
Mortgage	**$400,000**
Down payment (the equity)	**$100,000**
Your share of the down payment	**$25,000**
Your ownership of the equity	**25%**

HOW IT WORKS

Five Steps From Manager to Owner.

01
A Confidential Conversation
Usually over coffee. Nothing goes back to your owner.

02
Build the Plan Together
Your vision becomes the plan we take to co-investors and lenders.

03
Make a Fair Offer
A competitive offer, with you named as the leader going forward.

04
Do the Homework
Outside accountants and attorneys review the business. You already know it.

05
Close and Own It
You invest alongside us, own a real piece and run the business.

How to Raise It With the Owner

Respect the owner's timing
Wait for the owner to bring up retirement or a sale. Never go around them.

Lead with continuity, not price
Show how you'd protect their people, customers and name.

Come prepared
A manager with a capital partner and a plan is a far more serious buyer.

Keep it confidential until you're ready
We never contact your owner without your OK.

Watch-Outs

A price the business can't carry
The loan is repaid from profits. Leave room to keep investing.

A team not on the same page
If two leaders want different things, it shows up later. Settle roles early.

Going it alone
Negotiating, financing and diligence while running the business is a lot.

Waiting too long
Once an outside buyer is deep in talks, the window gets small.

BEFORE WE MEET A quick self-check. No one has every box ticked.

- [ ] I know the key numbers: revenue, margins and cash flow
- [ ] My leadership team agrees on who does what
- [ ] I have a sense of the owner's timeline and goals
- [ ] Customers and key employees would follow my lead
- [ ] I can put in some of my own money, meaningful to me
- [ ] I've talked it through with my family

START WITH A BLANK SHEET

Bring Your Answers to Two Questions.

1. What are you doing today that you don't think helps the company?
2. What would you do if someone was finally willing to back you?

Your answers shape the deal. Your vision becomes the plan.



Let's Grab Coffee.

Trevor Harnett, Founder

Do you have time in the next couple of weeks for coffee or lunch? It's confidential and low pressure.

trevor@methodicacapital.com
M: 312-371-6055 · O: 330-355-8492

Built on Process. Guided by Integrity.

PROUD MEMBER Exit Planning Institute® Mahoning-Shenango Valley Chapter · Youngstown Warren Regional Chamber

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