METHODICA CAPITAL™

Built on Process.
Guided by Integrity.

Thinking About Selling Your Business?

A Practical Guide for Business Owners Exploring Their Options

WHY Owners Consider a Sale

Every owner's story is unique, but the most common reasons we hear include:

- Planning for retirement or succession
- Reducing personal financial risk after years of hard work.
- Seeking a partner to help the company grow to the next level.
- Wanting more time for family, health, or new pursuits.

Questions Owners Often ASK

How do I know if it's the right time to sell?	The right time depends on your personal goals, the health of your business, and market conditions. Even if you're not ready today, preparing early helps you maximize flexibility and value later.
Will my employees and customers be taken care of?	For many owners, protecting legacy is just as important as price. We work with families, employees, and communities to ensure continuity and preserve culture.
Do I have to sell 100% of my company?	Not always. Many owners choose to sell a portion now, take liquidity, and continue as a partner with equity in the future upside (often called "rolling equity").
What is my business worth?	Valuation is influenced by earnings, industry trends, and growth potential. While only the market sets a final price, a readiness review can give you a clear range and identify ways to improve value before a sale.
How long does the process take?	Most transactions take 6-12 months from first conversation to closing. The earlier you start preparing, the smoother and more efficient it can be.

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HOW Methodica Helps

- **Exit Readiness Review:** Understand strengths, risks, and ways to improve value.
- **Flexible Options:** Explore full sale, partial liquidity, or growth partnerships.
- **Confidential Conversations:** No-pressure discussions to learn your options.
- **Family-Backed Capital:** Our own family office supports every deal, ensuring patient, values-aligned capital.

NEXT Steps

If you've ever wondered, "*What would selling look like for me?*" – we'd be happy to talk confidentially. Whether you're ready to take action or simply want to understand your options, starting the conversation is free of obligation and can jump start some ideas for you.

Our Values

Integrity

We believe trust is the foundation of every relationship. That means honest communication, transparent terms and doing what we say we will do.

Respect for Legacy

Selling all or part of your business is a pivotal decision—done right, it should celebrate your achievements and protect your legacy.

Partnership

We see ourselves as partners, not purchasers. We work alongside you and your team to chart the next stage of growth, respecting the culture and relationships you've built.

Accountability

Our process is disciplined and data-driven. We hold ourselves accountable to you and our investors, aligning incentives to ensure success for all stakeholders.

Founder Spotlight: Trevor Harnett

Trevor Harnett grew up on a grain farm in a small Midwestern town in Ohio, where he developed a deep respect for hard work, community, and family business ownership. He earned a degree in Agricultural Economics from The Ohio State University, completed an M.S. in Financial Engineering at the Illinois Institute of Technology, and holds the Certified Investment Management Analyst (CIMA®) designation from the University of Chicago Booth School of Business.

Trevor began his career trading at the Chicago Mercantile Exchange and later founded MarketDelta, a SaaS trading technology company that pioneered the Footprint® chart, and built a track record as an entrepreneur and investor. He later returned to his roots in Ohio to lead Harnett Investments, a small family office, and founded Methodica Capital to help business owners navigate growth, succession, and transition.

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