

MY DOUG ROBBINS ADVENTURE

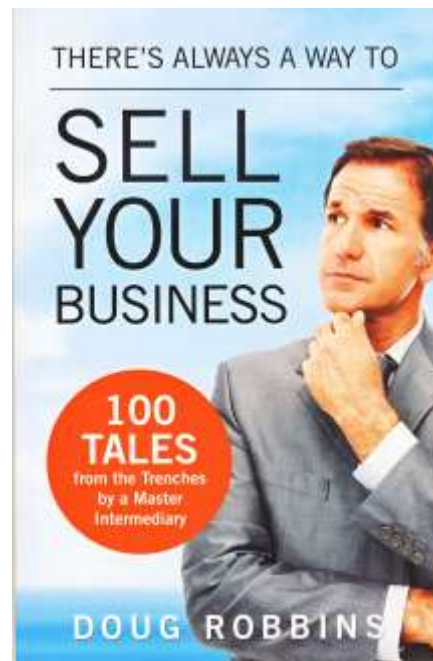
It was the fall of 2013 and I was working with an investor to acquire some companies. I was targeting plastic moulding companies and came across one that Doug was engaged to sell.

We met, we talked and I was impressed with Doug's professionalism. We went on to visit and tour the plastics company but did not make an offer.

The company, like most plastic moulders, was in a rented facility, so we couldn't use the equity in the building to secure additional financing.

At a follow-up meeting, I was again impressed with Doug's candor and down-to-earth approach.

He later sent me copies of a book he'd written called "There's always a Way to Sell Your Business".



I kept a copy and gave the rest to business owners whom I thought could benefit from it.

Interestingly, Doug was not able to sell the plastics company as is. He helped his client acquire another business as an add-on, then proceeded to sell both companies as one.

Ingenious!

An inspiration for those wishing to sell!

A handwritten signature in black ink, appearing to read 'Jerry Adel'.

