

FOR SALE: Legal Consultation Firm for Corporate Litigation: Owner not a Lawyer

Strategy on Expert Witness Prep and Witness Placement!

Financial Overview

List Price: \$5,900,000

Gross Sales

2022	2021	2020
\$4,114,006	\$4,735,587	\$3,062,454

Cash Flow

2022	2021	2020	2019
\$1,248,253	\$1,759,848	\$980,382	\$1,224,811

- **Profit Margin:** 41%

Valuation: 4 Yr. Ave (19-22) Cash Flow x Multiple = Valuation
 \$1,303,323 x 4.55 = \$5,930,119

AR: \$658,465

Business Information

Clients: Large Corporations, News Channels and regulatory establishments (such as Department of Justice) that need assistance finding expert witnesses, case analysis, witness reports.

Services: Legal consultation for corporate litigation cases, where they carefully assess the needs of each case to identify and place the best expert witness qualified for the assignment, then prepare them for litigation.

Service Area: Across the United States, with a strong presence in Canada as the business is run remotely.

Personnel: 12; made up of mostly attorneys, law professors, MBAs, and accountants.

Owner's Responsibilities: Handles some of the business development as well as oversees his staffs' client work.

Seller Training Period: 2 years

Reason for Selling: Retirement

Certifications: Buyer does not need to be an attorney. New ownership does not need any certification or licensing to operate this company.

Growth Opportunities: Working with class action cases, creating a division of the business to handle opposition research in order to find contradictions or indiscretions that would assist with discrediting the opposition's expert witness, and taking on cases for the International Trademark Association.

Low CapEx: Very asset light and they work remotely from home which keeps overhead low, allowing for a 44% Profit Margin.

Year Established: 2013

Funding Example

Purchase Price: \$5,900,000

30% Seller Financing or Equity	\$1,770,000
70% Buyer and Lender	\$4,130,000

Who we are:

This opportunity is a litigation consulting and expert witness firm that provides business analysis and expert witness reports and testimony. They assist law firms and government agency clients to identify and retain qualified experts and are then engaged throughout the duration of the case to support those experts through its conclusion. Having a special expertise using social media analysis to develop litigation-ready evidence.

Description

They are consultants for law firms that place and prepare expert witnesses for litigation & trial. Over the years, this operation has been able to create a network of experts to consult with and has a stable team of 12; made up of mostly attorneys, law professors, MBAs, and accountants. The buyer does not need to be an attorney as the current owner is not one. The current owner has some roles in business development and staff oversight. He has recently been offloading more of his client facing roles in order to prepare for a smooth transition. This firm's client base are top, recognizable Corporations, News Channels and the Department of Justice, that need assistance finding expert witnesses, case analysis, witness reports, and trial strategy & preparation. Seller has offered a transition period ranging from 1 to 2 years. Additionally, the Owner is willing to seller finance or roll equity of up to 30% as a sign of good faith. The personnel of the firm work remotely, meaning they have extremely low overhead costs! This drives their 44% profit margin and allows them to take on clients across the United States and throughout Canada.

Priced at **\$5,900,000** this business offers a strategic buyer the opportunity to expand their practice or this opportunity for an individual with legal experience looking to start their own practice. This consulting firm has a stable team, client base, and network that offer extreme growth opportunities moving forward. Options vary and include creating a division of the business to handle opposition research in order to find contradictions or indiscretions that would assist with discrediting the opposition's expert witness, working with class action cases, and taking on cases for the International Trademark Association.

- CONFIDENTIAL -

Last Revised: BV 4.13.2023

The Firm makes no warranties or representation in consideration to the information provided above. All communication regarding this business must occur directly with The Firm Advisors, LLC. The Firm does not sell real estate. The Firm solely advises on exit strategy.