



# DUCK BUSINESS ACQUISITIONS

— *Helping Our Clients Realize Their Vision* —

## Fact Sheet

Company:	Duck Business Acquisitions provides Certified Business Intermediary services for small- and mid-sized manufacturing and distribution companies in the greater Dallas, Fort Worth and Houston areas. DBA, led by Nolan Duck, chief executive officer, provides counsel and insights to business owners and executives evaluating business value and strategy, market opportunity and more. DBA prepares and positions businesses for buying and selling, enhanced valuations and a streamlined approach, from discovery and due diligence to transition and completed acquisition.
Address:	Duck Business Acquisitions L.L.C. 911 White River Drive Allen, TX 75013 (972) 358-0321 <a href="http://www.duckba.com">www.duckba.com</a>
Leadership:	Nolan Duck, founder and president, Certified Business Intermediary
DBA's Purpose:	DBA serves as counselor, fact-finder, business adviser and, often, corporate match-maker. DBA works with and among business owners—buyers, sellers and private equity groups—to successfully navigate the process, drive toward a destination and deliver mutually acceptable value among all parties. DBA helps clients experience realize the vision of “good terms, good feelings and good value.”
Date Founded:	January 2006
Target Markets:	Companies with annual revenue of \$2 million to \$100 million, publicly or privately held and headquartered in Texas, primarily Dallas-Fort Worth and Houston. DBA serves numerous industries and clients, including construction, distribution/logistics, energy, manufacturing and medical practices.
Financials:	DBA is privately held and typically does not disclose financials. The company is profitable and has generated more than \$5 million in business transactions since late 2006.
DBA Differentiators:	<ul style="list-style-type: none"><li>– Certified Business Intermediary</li><li>– Realtor® license and experience</li><li>– Registered broker/dealer, Texas State Securities Board</li><li>– C-level experience with multi-million company operations, administration and finance</li><li>– Principled, high-knowledge leaders who have common sense, financial acumen and the gift to exhort, counsel and negotiate</li></ul>



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- Products & Services: The DBA Thirteen-Step Transition Timeline™, a systematic business acquisition process intended to streamline details and accomplish results.
- Buy!™: Companies, private equity investment groups and individuals often seek to buy a business as an entrepreneurial endeavor, or as an investment. DBA's Buy! program delivers a personal, proactive and consultative approach to finding a business that matches the goals, interests and needs of the buyer and seller.
- Sell!™: Companies sell their businesses for hundreds of reasons. It's most common that sellers are ready to retire, face some kind of distress or simply want to optimize the value of their business. DBA's Sell! program matches sellers with buyers in a way that makes sure both parties are agreeable, amenable and content with the financial transaction and the process, start to finish.
- Individual Consulting Services
- Corporate Characteristics: High-integrity organization intent on uniting corporate buyers and sellers for mutual benefit.
- Associations:
- International Business Brokers Association ([www.ibba.org](http://www.ibba.org))
  - Texas Association of Business Brokers ([www.tabb.org](http://www.tabb.org))
  - University of Arkansas Alumni Association
  - Baylor University Alumni Association, Baylor Business Network
  - Rotary Club of the United States, Park Cities Rotary Club
  - CEO Network, Preston Center
- About Nolan Duck: Nolan Duck, CBI, is founder and president of Duck Business Acquisitions. He founded DBA after working for other business intermediary firms. He discovered that many brokers and intermediaries often think short term, focus on the transaction and forget the top priority: the people involved. DBA delves into the details of the business but also serves a critical role in helping manage the hopes and hang-ups that may stall or stifle the transaction. Relationships matter, as Nolan helps clients realize their vision. This is a natural approach—and gift—for Nolan, who served as a minister of various churches and congregations for more than 30 years. Even today, Nolan consults with churches throughout Texas and speaks to church congregations, committees and leaders.
- What is a CBI? A Certified Business Intermediary is the designation awarded by the *International Business Brokers Association* (IBBA). Receiving the award involves in-depth educational courses (60 hours of coursework), a comprehensive exam, three years of brokerage experience and adherence to IBBA's ethical standards. See [www.ibba.org](http://www.ibba.org) for more information.



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## Bad Image for Brokers?

*A few bad apples spoil the entire barrel.* It's true in the world of business brokerage where some have operated illegally. The State of Texas records show at least three business brokers convicted of fraud and related crimes since 2004. Based on anecdotal Internet research, such activities represent an extremely small percentage of qualified, high-integrity intermediaries operating in the United States. For example: Steven Michael Herrera of Plano, Texas, was indicted on February 7, 2006 in the 140th Judicial District Court in Lubbock County, Texas, Cause No. 2006-411610, for theft. Herrera allegedly held himself out as a broker and persuaded an elderly man to wire \$15,000 for the purpose of purchasing investments. The funds were allegedly used for Herrera's personal use. *Source: <http://www.ssb.state.tx.us/orders/2006/2006CIVILCRIM.html>*

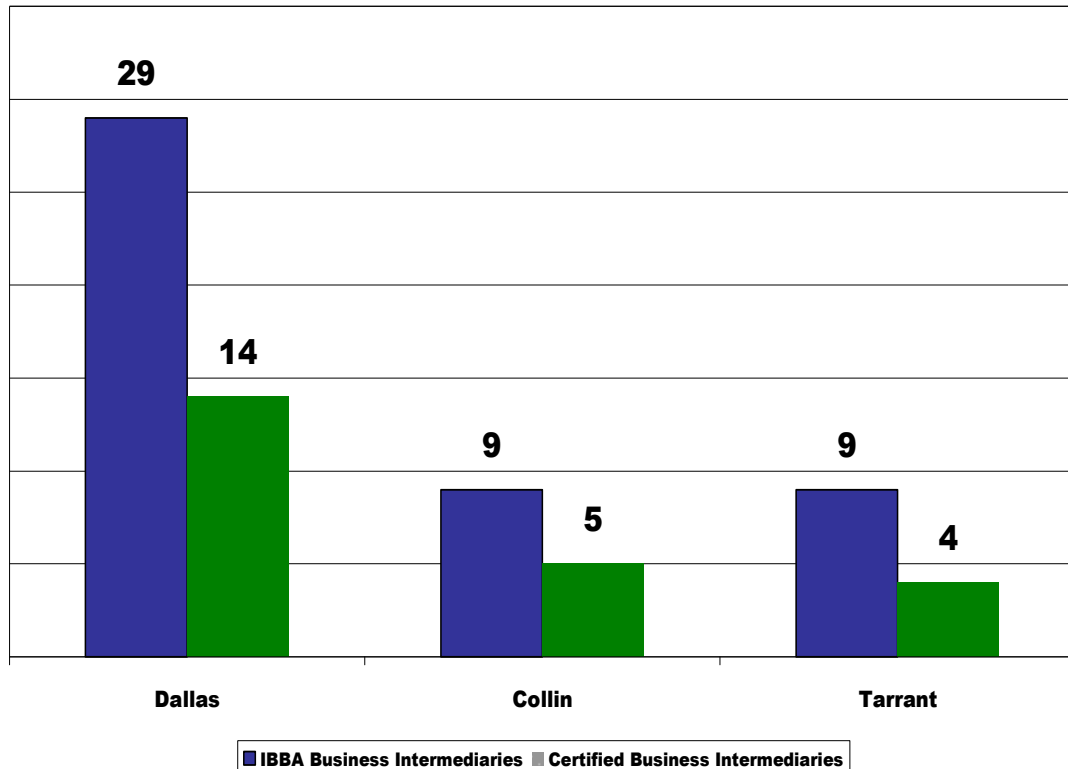
## Key Issues & Insights:

There are no business intermediary/brokerage standards or regulations mandated by municipalities, states or the federal government.

State	#/Brokers	Certified Business Intermediaries	Realtor license req.	Broker/dealer license req.
U.S.	1,800	Xxxx	Varies by state	No
<b>Texas</b>	<b>108</b>	<b>51</b>	<b>No</b>	<b>No</b>
California	210	84	Yes	No
Florida	187	61	Yes	No

Source: IBBA

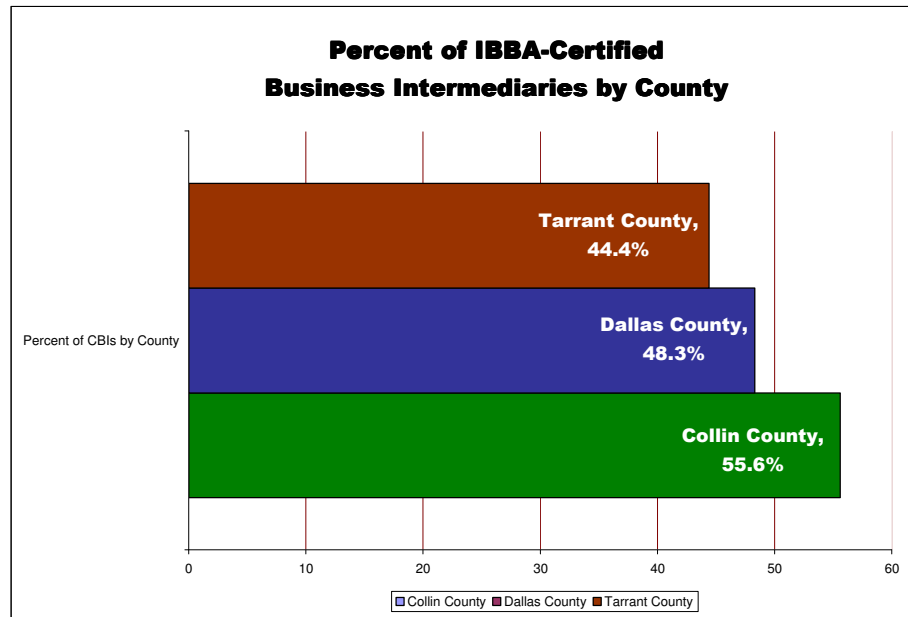
### # of Business Intermediaries, Certified vs. Non-Certified, By County





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In Texas, there are 202 business brokers, with 35 in Dallas County, according to [www.usabizmart.com](http://www.usabizmart.com) site. IBBA reports 108 “brokers” in Texas and 29 in Dallas County.

In 1970, there were less than 600 business brokerage firms in the United States, and less than 10 such firms in Texas. During the 1970s, business brokerage was largely unorganized with no sources of education, common standards of operation and minimal communication between brokerage firms.

### Industry Media Contacts:

- Duck Business Acquisitions, [www.dba.com](http://www.dba.com)
- International Business Brokers Association, [www.ibba.org](http://www.ibba.org)
- Texas Association of Business Brokers, [www.tabb.org](http://www.tabb.org)

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