



Overview

ACT Capital Advisors is pleased to offer a highly profitable Executive Coaching & Leadership Training company for acquisition. The company which is owned and lead by a husband-and-wife team, was founded with the goal of determining the underlying principals that informed the leadership in great places to work , in order to help others, emulate their success. The company is devoted to helping leaders awaken great leadership in themselves and their organizations through Executive Coaching, Team Coaching, and their proprietary 360 Assessment. Founded in 2009, the company has worked with the senior leadership teams of the most successful companies in the world ranging from 100 to 250,000 employees, across a broad spectrum of industries. The company enjoys 40% gross margins and has always been profitable. The company’s dedicated team of clinical phycologist and business professional are committed to the long-term success of the business.

Key Value Drivers

Company’s Founding Quest drives EVERYTHING

“Understand the underlying principles that inform leadership of great workplaces, where people experience trust, pride, and a supportive, enjoyable work environment” The quest to understand has guided the company and all aspects of the business. The company was built on the belief that leaders can affect powerful change in themselves and in their organizations. The company’s unique, mindfulness-driven coaching practice leverages the team’s vast experience in mindfulness, employee feedback, and executive coaching to help leaders pinpoint and overcome barriers to transforming their workplaces.

World Class Team of Coaches

The company has attracted and amassed a collection of renowned business consulting experts and leading clinical psychologist to develop their award-winning philosophy on leadership development and training. These coaches are the lifeline to the business. The coaches have all contributed to and drive the company’s philosophy. The coaches manage all client interaction and program development resulting in very customized training initiatives developed specifically to drive success for the client. These dedicated and long tenured coaches are committed to the quest and the ongoing development of the company’s philosophy and successful clients.

Amazing Client Base

Companies across all industries have realized the benefits of a less stressed, more focused employee base and have turned to the company to help them begin the journey towards becoming a legendary place to work. The company has tailored and lead leadership coaching and training for clients across multiple industries, company size, and leadership styles and philosophies.

Philosophy - Expert Delivery – Loyal Coaches

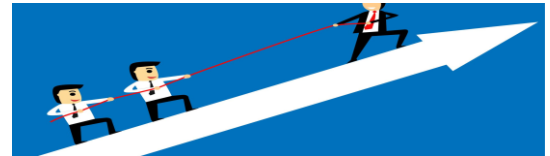
Highlights



Leading executive coaching, team coaching, and 360 assessment firm focused on helping leaders awaken great leadership in themselves and their organizations.



Proven proprietary philosophy and expert implementation teams committed to providing the most effective leadership training.



Strong reputation and relationships lead by expert Clinical Psychologists

Facts & Figures

Enthusiastic Client Base:

AT&T	Genetech
Conagra	Brooks Brothers
SC Johnson	University of California
GoPro	Alston&Bird
CDW	EA Sports
	Devon

(In \$USD)	2020
Revenue	\$1,773,014
Gross Margin	65.22%
Adj. EBITDA	\$1,015,005

40% EBITDA margin
Revenue Tracking to 50% Growth for 2021

All With Zero Sales Personnel

Financial Information

(In \$USD)	2018	2019	2020	2021E ¹
Revenue	\$2,466,413	\$2,350,600	\$1,773,014	\$2,820,000
Gross Margin	62.67%	60.43%	65.22%	67.23%
Adj. EBITDA	\$1,223,758	\$1,009,564	\$1,015,005	\$1,139,767

1. Pro-Forma revenue estimates based on company's sales pipeline and agreed upon contracts for future sales and service.

Contact Information and Next Steps

Interested parties should execute the attached Non-Disclosure Agreement ("NDA") and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum ("CIM").

NDA's and CIM requests should be submitted to Jeff Zanardi, ACT Managing Director:

Email: jzanardi@actcapitaladvisors.com
Direct: 408.832.7241

Amazing Dedicated and Loyal Clients



ALSTON & BIRD



AutoNation

