

## Buyer Frequently Asked Questions

**1. Is this a Value Add investment?** Yes the school has potential for 3 additional class rooms on the additional land .The business is profitable, cash-flow positive, and operating normally with the same director for 8 years.

### **2. Is real estate included?**

Yes. The offering includes the **land and improvements**, the operating business, and FF&E. Values are clearly delineated for lender clarity.

### **3. How was the price determined?**

Pricing reflects:

- Asset-based valuation for real estate
- **7.0× EBITDA** for the operating business
- Independent FF&E estimate

This approach aligns with current market transactions for comparable assets.

### **4. Is the franchise transferable?**

The business operates within a franchise system. **Transfer, continuation, or renewal of franchise rights is subject to franchisor approval and the Franchise Disclosure Document (FDD).** Buyer must independently qualify.

### **5. Is expansion required to justify the price?**

No. Expansion is **optional**, not required. The business supports pricing on an in-place basis, with expansion representing upside.

### **6. What type of buyer is ideal?**

- Owner-operators
- Franchise Approved Buyer
- Multi-unit childcare operators

- Expansion-focused investors
- SBA buyers seeking stabilized cash flow

### **7. Is SBA financing viable?**

Based on current EBITDA and expense profile, the business presents a **strong SBA underwriting case**, subject to lender review and buyer qualifications.

### **8. Why is the seller selling ?**

The sellers are looking to start their sabbatical as volunteers at this place of worship.

### **9. Will the owners or director remain after the sale?**

The current owners will provide **up to a 90-day transition period**, which may include on-site support, phone and email availability, and in-person meetings as reasonably requested by the buyer to ensure a smooth operational handoff.

In parallel, the buyer will have access to **franchise-level support**, including marketing, operational guidance, and scheduled franchise meetings, consistent with the Franchise Disclosure Document (FDD) and subject to franchisor approval.

Notification and communication with staff will be coordinated **at the buyer's discretion** to maintain operational continuity and team stability.