

# FOR SALE: Expert Witness Placement & Strategy: Law Firm Consultants

*Litigation Support & Consulting: Owner is not an attorney*

## Financial Overview

**List Price:** \$6,200,000

**Gross Sales**

2021	2020	2019
\$4,735,587	\$3,062,454	\$2,234,013

**Cash Flow**

2022 Ann.	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 4.75 = \$6,190,784

**AR:** \$658,465

## Business Information

**Clients:** Companies or 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:** Primarily across the United States, but can reach clients internationally 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, expanding geographically to focus on more contracts outside of the US, 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:** \$6,200,000

15% Buyer Down Payment	\$930,000
15% Seller Financing or Equity	\$930,000
70% Bank Loan	\$4,340,000

## Description

Consultants for law firms where they place and prepare expert witnesses for litigation & trial. The buyer does not need to be an attorney as the current owner is not one. This firm's client base are top, usually recognizable companies or that need assistance finding expert witnesses, case analysis, witness reports, and trial strategy & preparation. 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 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 internationally. 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. 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 15% as a sign of good faith.

Priced at **\$6,200,000** 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, expanding geographically to focus on more contracts outside of the US, working with class action cases, and taking on cases for the International Trademark Association.

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