



# Puerto Rico

## FORMING OUR FUTURE

Leadership Conference

*Signature Sponsor*



We Deliver Precision®

# March 5-8, 2025

**PMA** PRECISION  
METALFORMING  
ASSOCIATION

**MetalForming**  
Magazine



Doescher Group

# Nothing Lasts Forever:

Understanding the Exit Options Landscape



Craig Doescher  
Founder & President  
Doescher Group

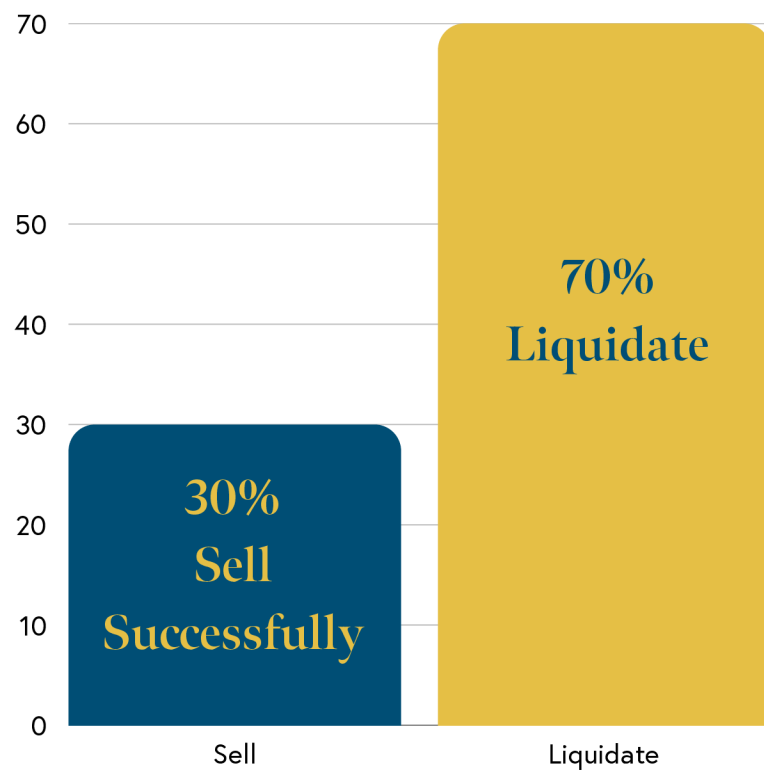


**DOESCHER**  
GROUP



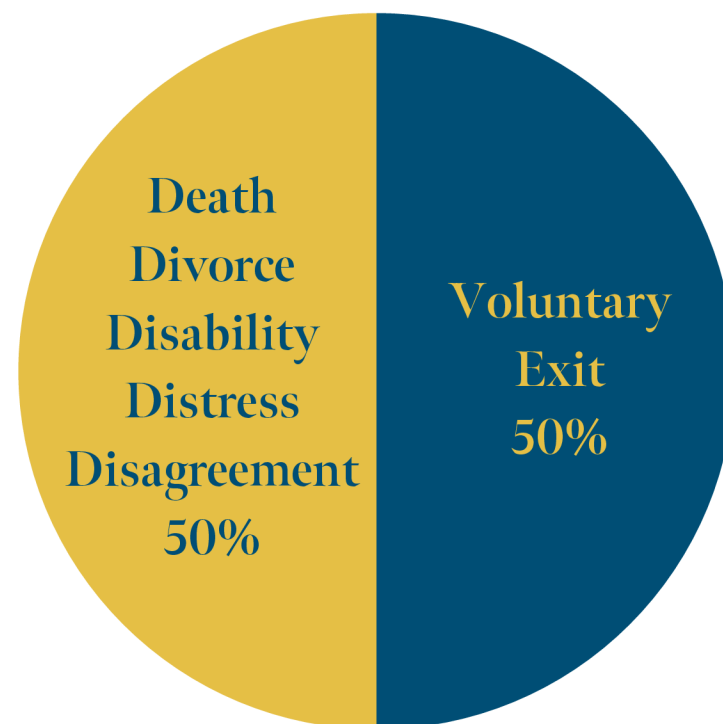


The Bad News



Selling a  
business  
is hard

More Bad News



Selling a  
business  
isn't always  
voluntary



75%  
Regret after  
1 Year



1  
DAY...

We all will no  
longer own our  
business.



It's  
Just  
Statistics!

$$ky + my'' = \delta(t)$$



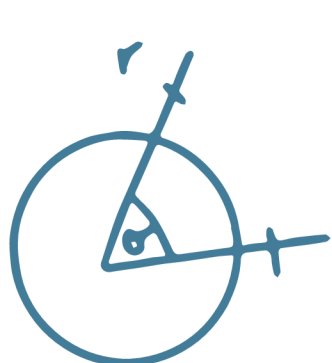
$$\Delta F = x^2 + y^2 - z$$

$$(-2r^2 \cos \sigma, \sin \sigma)$$

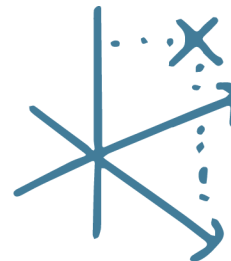
$$y' + p(t)y$$

$$\iint \sigma f \cdot \lambda A$$

$$= \iint_D \frac{\partial Q}{\partial x} - \frac{\partial P}{\partial y}$$



$\frac{1}{2}x$	$\frac{1}{2}y$	$\frac{1}{2}z$
1	2	$z^2$



$$a(t)y'' + b(t)y' + cy = f(t)$$



“

You Don't Need (or Want)  
to Be a Cautionary Tale





Owners can be laser-focused on

now...

Instead of  
Down the  
Road



Source: Exit Planning Institute





Knowledge is the Key!



**Craig Doescher**  
Founder  
(248) 808-0416  
craig@doeschergroup.com

- Leveling the playing field for self-made business owners.
- Helping you navigate the unfamiliar financial terrain of a strange new land.

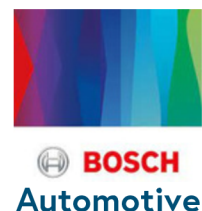
164 Companies Advised

44 Clients Served

17 Transactions Completed



**\$200 million**  
in capital  
raised



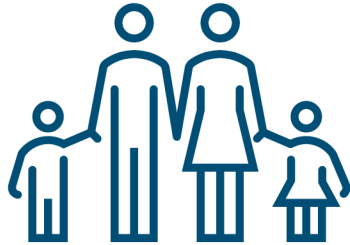
We help owners achieve their goals.



# DOESCHER GROUP PROVEN PROCESS







## Internal Sales



## External Sales

Family  
Transfer

Key  
Management  
Buyout

Employee  
Ownership  
(ESOP, EOT,  
Co-Op)

Individual  
Investor  
or Search  
Funder

Independent  
or Fundless  
Sponsor (or  
Family  
Office)

Private  
Equity Fund  
(New  
Platform)

Quasi  
Strategic  
(Private  
Equity  
Backed  
Strategic)

Strategic

Seller  
Control

Value-  
Add  
Potential

Risk of  
Failure

Financial  
Upside



## Family Transfer





- Seller Control: High
- Value-Add Potential: Low
- Risk of Failure: High
- Financial Upside: Low



Whose Dream is it?



## Key Management Buyout





-  Seller Control: High to Medium
-  Value-Add Potential: Low
-  Risk of Failure: High
-  Financial Upside: Medium

**But... Are They You?**





## Employee Ownership

-  Seller Control: High to Medium
-  Value-Add Potential: Medium
-  Risk of Failure: High
-  Financial Upside: High



Do You Qualify?





## Individual Investor or Search Funder





- Seller Control: Medium
- Value-Add Potential: Medium
- Risk of Failure: High
- Financial Upside: Medium

*Why this Option?*





## Independent or Fundless Sponsor (or Family Office)

-  Seller Control: Medium to Low
-  Value-Add Potential: Medium
-  Risk of Failure: Medium to High
-  Financial Upside: Medium



**What's Your Vetting Process?**



## Private Equity Fund

What is Your  
Preferred Role?

- Seller Control: Low
- Value-Add Potential: High
- Risk of Failure: Medium
- Financial Upside: High







## Quasi-Strategic

- Seller Control: Low
- Value-Add Potential: High
- Risk of Failure: Medium
- Financial Upside: High

Excited to Grow?





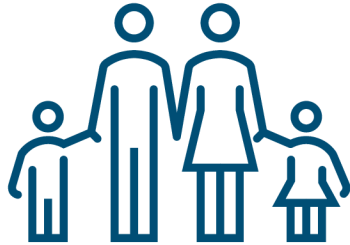


## Strategic

- Seller Control: Low
- Value-Add Potential: High
- Risk of Failure: Medium
- Financial Upside: High



Looking for a Quick Exit?



## Internal Sales



## External Sales

	Family Transfer	Key Management Buyout	Employee Ownership (ESOP, EOT, Co-Op)	Individual Investor or Search Funder	Independent or Fundless Sponsor (or Family Office)	Private Equity Fund (New Platform)	Quasi Strategic (Private Equity Backed Strategic)	Strategic
Seller Control								
Value-Add Potential								
Risk of Failure								
Financial Upside								



- 1 Keep getting educated**
- 2 Get the right advisers around you**
- 3 Get prepared**

*Start by getting more of our Free content  
by subscribing to our newsletter*



# *A Special Thank You*

For session  
attendees, 20%  
off an Exit Audit



Limited Business  
Valuation  
+  
Enterprise Value  
Assessment

## Answer the Questions:

1. What is my business worth today?
2. What can I do about it?

Visit our special curated page for the slides  
and to reach out about this special offer.

[www.DoescherGroup.com/PMAPR](http://www.DoescherGroup.com/PMAPR)