Smart Selling:

A Preschool Owner's Guide to a Successful Exit

What Every Preschool Owner Needs to Know — and Why Selling with Preschool Business Solutions Gives You the Edge



















ABOUT US



At Preschool Business Solutions, we bring over 25 years of management and ownership experience to support preschool owners and professionals throughout the entire state of Florida.

Our founder, Laurance Milov, has dedicated their career to the preschool sector, successfully owning and operating preschools. Through this extensive experience, we have collaborated with hundreds of owners and preschool professionals from private, nonprofit, and faith-based organizations.

TABLE OF CONTENTS

04 Introduction

05 Why Sell Your Preschool Now?

08 What's Your School Really Worth?

10 Preparing Your School for Sale

13 The Sale Process (and Where Deals Go Wrong)

21 Why Sell with Preschool Business Solutions?









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You've invested time, care, and vision into your preschool. Smart selling ensures that investment continues to grow -even after you step away.

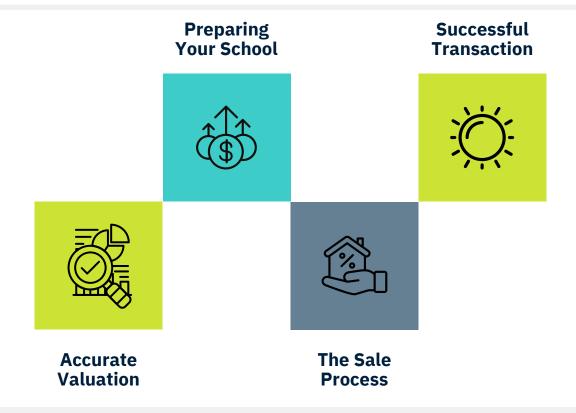
Introduction

SELLING YOUR PRESCHOOL IS A BIG DECISION—AND A PERSONAL ONE. WHETHER YOU'VE SPENT DECADES GROWING A THRIVING CENTER OR RECENTLY BUILT A STRONG FOUNDATION, THE PROCESS OF SELLING CAN FEEL OVERWHELMING, EMOTIONAL, AND UNCERTAIN.

At Preschool Business Solutions, we specialize in helping preschool owners like you sell with confidence.

We know what buyers are looking for, how to prepare your school to attract top dollar, and how to navigate the process from valuation to closing—with minimal disruption and maximum results.

This guide will walk you through the essential steps and strategies to successfully sell your preschool business, and why partnering with a niche expert like Preschool Business Solutions can make all the difference.





Common Reasons Preschool Owners **Decide to Sell**

Many preschool owners sell due to retirement, burnout, health issues, or the desire to explore other ventures. Others see an opportunity to capitalize on a strong market or pass the torch to someone with fresh energy. Regardless of your reason, having clarity about your motivation will guide every decision from pricing to negotiation.

Key Indicators It's Time to Move On

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You feel disconnected from the day-to-day operations or no longer find joy in running your school.

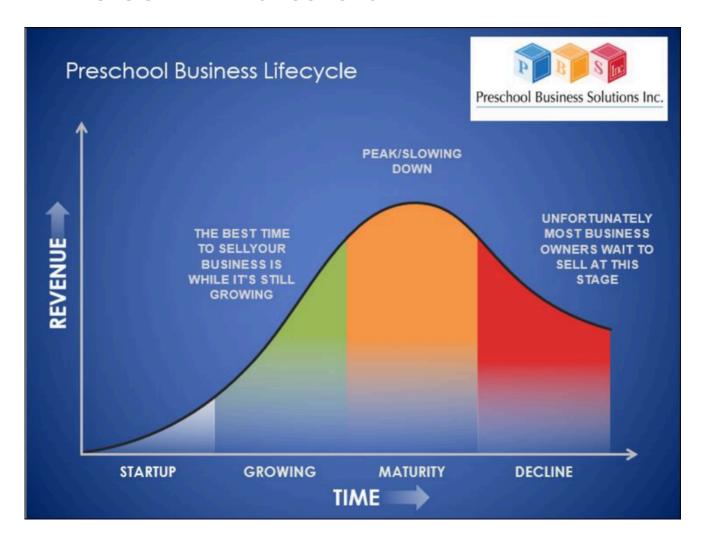
Managing the business has become increasingly difficult, stressful, or unsustainable.

Personal life changes are affecting your ability—or desire—to lead effectively.

MARKET TRENDS MAY WORK IN YOUR FAVOR

The early education sector is in high demand, with private equity firms, regional chains, and new entrepreneurs actively seeking established preschools. Rising enrollment, increased awareness of early childhood development, and labor shortages make well-run schools more attractive than ever.

THE RISKS OF WAITING TOO LONG



Delaying a sale can result in missed market opportunities, declining performance, and burnout. An unplanned exit often leads to rushed decisions and lower sale prices. Preparing early helps you exit on your terms.



Understanding EBITDA



EBITDA (Earnings Before Interest, Taxes, Depreciation, and Amortization) is a key metric used to value businesses.

It shows how profitable your preschool is before accounting for financial and accounting variables. A healthy EBITDA signals strong operations and attracts serious buyers.

TANGIBLE VS. INTANGIBLE ASSETS

Tangible assets include your real estate (if owned), furniture, equipment, and materials. Intangible assets include your brand reputation, staff loyalty, curriculum, and customer relationships. Buyers often pay a premium for well-established intangible assets.

ACCURATE FINANCIALS AND ENROLLMENT DATA

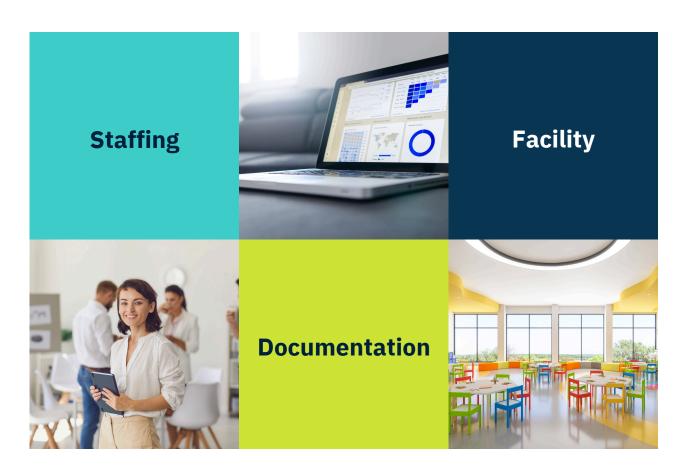
Clean, organized financial records are non-negotiable. Accurate profit-andloss statements, tax returns, payroll reports, and enrollment trends help build trust with buyers and support a strong valuation.

KEY FACTORS THAT IMPACT VALUE

Location, licensing capacity, teacher qualifications, competitive landscape, and community reputation all impact valuation. Buyers also assess risk: high staff turnover or licensing issues can significantly reduce your asking price.



Preparing Your Preschool for Sale



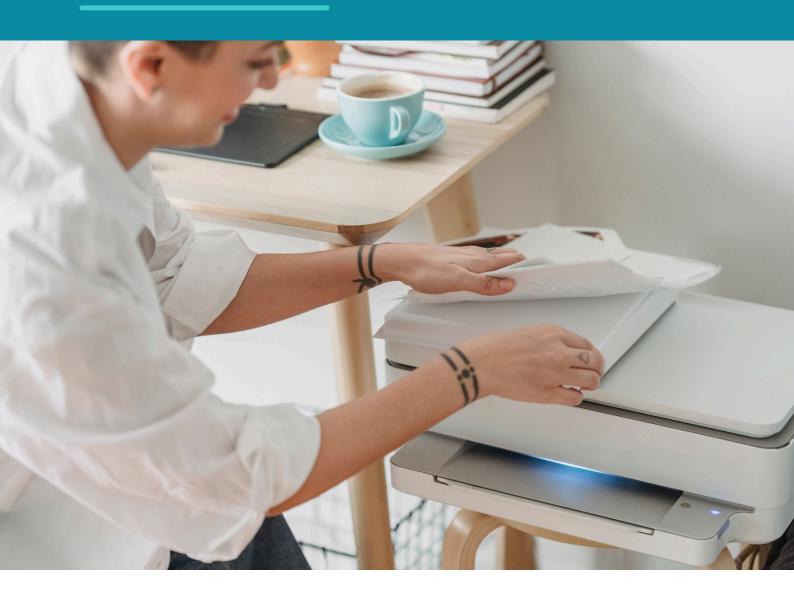
Operational Cleanup

Ensure your systems and processes can run independently of your daily oversight. Streamline operations, delegate effectively, and reduce your school's dependence on you. This makes the transition easier for buyers and more attractive for investors.

Staffing and Leadership Continuity

A strong leadership team boosts buyer confidence. If key staff members are stable, experienced, and willing to stay post-sale, the transition is smoother. Develop retention plans or bonuses to encourage them to remain through the handover.

Preparing Your **Preschool for Sale**



Facility Appeal

Buyers often make emotional decisions. Make sure your school is clean, inviting, and well-maintained. Fix minor repairs, repaint if necessary, and ensure outdoor play areas are safe and welcoming. Curb appeal matters.

Documentation for Due Diligence

Buyers will request documentation like employee files, licenses, vendor contracts, lease agreements, curriculum samples, and parent communications. Organizing these ahead of time reduces stress and signals professionalism.



Selling your preschool is a journey—and knowing what to expect at each stage helps reduce stress, avoid delays, and maximize your return. Here's how the process typically unfolds with Preschool Business Solutions as your guide:



1. INITIAL CONSULTATION AND VALUATION

We start with a confidential conversation to understand your goals, timeline, and school profile. From there, we conduct a professional valuation based on:

- Enrollment trends and tuition rates
- Profit margins and financial history (EBITDA, cash flow, etc.)
- Real estate (if owned) or lease terms
- Location, licensing, and reputation
- Operational systems, staffing, and management

You'll walk away with a realistic market value and insight into what buyers will look for—and how your school compares.



2. PREPARATION AND POSITIONING

Once you decide to move forward, we help you get your school ready for sale:

- Financial documents organized and up to date
- Licenses, leases, and key operational materials ready for review
- Optional: Light operational or physical improvements to increase buyer appeal
- A compelling, confidential marketing package crafted to highlight your school's strengths

Think of this stage as "polishing the apple"—it can significantly influence buyer interest and final offers.





3. MARKETING TO QUALIFIED BUYERS

We don't just list your school—we selectively match it with buyers who align with your school's values, community, and mission.

- Tap into our nationwide network of pre-vetted, serious buyers
- Confidentially present your opportunity to only those whose criteria match your school's size, philosophy, location, and community
- Screen for alignment—not just financially, but culturally and operationally

This matchmaking approach saves time, protects your school's reputation, and ensures a smoother transition.



4. OFFERS AND NEGOTIATION

Interested buyers will submit an LOI (Letter of Intent) that outlines:

- Their offer price and deal structure
- Timelines for due diligence and closing
- Any contingencies (financing, licensing, etc.)

We help you review and compare offers, negotiate terms, and ensure your best interests are protected—financially and personally.



5. DUE DILIGENCE

This is the buyer's deep dive into your business. They'll review:

- Financials (tax returns, P&Ls, bank statements)
- Staff and enrollment records
- Compliance and licensing documentation
- Lease agreements or real estate paperwork

We prepare you for this stage so it doesn't become overwhelming or derail the deal. We also keep things on track with timelines and open communication.





6. LICENSING, LEGAL, AND FINANCING

During this stage, the buyer may:

- Work with lenders or investors to finalize funding
- Apply for licensing transfers or changes with local/state agencies
- Coordinate with attorneys for contract review and business transition

We help facilitate and troubleshoot, ensuring all parties stay aligned and moving toward a smooth close.



7. CLOSING AND TRANSITION

Once the deal is finalized:

- Funds are transferred
- Ownership changes hands
- Staff, parents, and stakeholders are informed (as agreed)
- You begin your next chapter—whether that's retirement, reinvention, or simply a well-earned break

We remain available to support you even post-close, ensuring the transition is handled with care.

Where Deals Go Wrong (And How We Help Prevent That)



The preschool sale process involves emotional, financial, and regulatory complexity. Deals most often fall apart due to:

- Incomplete or inaccurate financials
- Licensing or compliance issues
- Poor buyer fit (values, leadership style, etc.)
- Unrealistic expectations or lack of communication

At Preschool Business Solutions, we proactively address these issues before they become deal-breakers. That's part of why our success rate is so high—we do the work upfront to protect your time, money, and legacy.

Where Deals Go Wrong (And How We Help Prevent That)



Common Roadblocks

Deals often stall due to unclear financials, licensing issues, staff turnover, or buyer financing problems. Emotional attachments can also lead to unrealistic expectations or hesitation. An experienced broker helps manage these hurdles.

Why Confidentiality Matters

It's critical to maintain confidentiality to protect staff morale, parent trust, and business continuity. Professional brokers know how to market your school discreetly, vet buyers carefully, and ensure non-disclosure agreements are in place.



The Emotional Side of Letting Go

Leaving a business you've built is emotional. Recognizing this and having the right support can help you navigate the process with clarity. Celebrate your achievements while planning your next chapter.



Chapter 5: Why Sell with Preschool Business Solutions?

We Specialize in Preschools

Our entire business is built around helping preschool owners. We understand the regulations, operations, and unique dynamics of early education. That means less time explaining and more time executing.



We Match Buyers with the Right Fit

We don't just sell schools—we match them.

Every preschool has a unique culture, educational philosophy, and community.

We take the time to understand your school's identity and only introduce buyers who align with your values, your staff, and your students. This thoughtful matchmaking ensures smoother transitions and long-term success for all involved.



A Proven Buyer Network

We have established relationships with buyers actively seeking preschools. This includes individuals, regional operators, private equity firms, and first-time owners. You gain access to serious, pre-qualified prospects.



Why Sell with **Preschool Business Solutions?**

End-to-End Support

From valuation and listing to negotiation and closing, we guide you every step of the way. We handle the heavy lifting—marketing materials, buyer screenings, documentation—so you can stay focused on your current operations.



Confidential, Compassionate Service

Selling is personal, and we treat it that way.

We operate with discretion, integrity, and empathy. You're not just another transaction. You're an owner with a legacy, and we're here to protect and elevate it.



Conclusion: Don't Just Sell - Exit With Confidence



Selling your preschool business is more than a transaction—it's a transition. With the right preparation and the right partner, you can move forward knowing your school, staff, and students are in good hands.

Let's make your next move your best one.

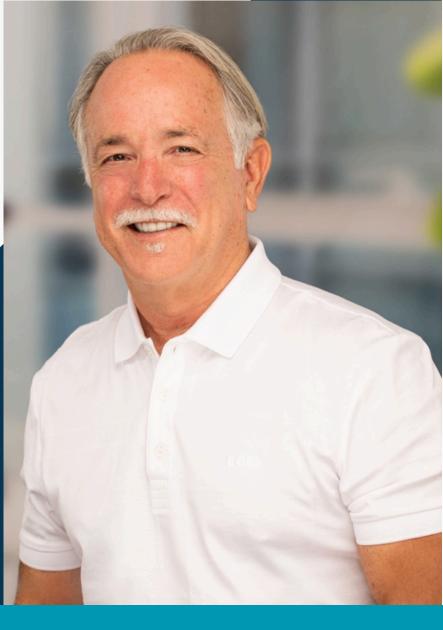


LET'S **CONNECT!**

Contact us for your Complimentary **Preschool Business** Valuation today.

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Preschool Business Solutions Inc.

Florida's Early Education Market Experts









