Owner Options Brief — Plumbing & HVAC

A quiet, simple path if you ever decide to sell.

Who we are
AMR Solutions buys and operates Plumbing & HVAC companies. We're not brokers and we're not private equity. We focus on clean transitions, protect teams, and keep things boring (in a good way).

Your three lanes (you choose)

1) Majority sale + rollover

- **60–90% cash at close**
- You keep **10–40%** for upside
- Option to fully exit later (on agreed timeline)

2) Full exit

- **100% sale** with a simple **0–12 month hand-off**
- We take over back office, recruiting, and marketing; licensing/QA is typically supported by your license during a defined transition while we set up ongoing coverage.

3) Seller-note blend

- Hit your headline price without games
- Bank + seller note structure to balance cash, taxes, and timing

Quiet process. No listings. No blast emails. Discreet conversations only.

What stays the same (by default)

- **Brand & phone numbers** can stay (or we'll co-brand—your call)
- **People first:** keep the team, preserve pay plans where practical
- **Systems:** we'll work with ServiceTitan/FieldEdge/etc., or standardize gradually
- **Customer promises:** phones, dispatch, payroll, and job flow remain uninterrupted

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How we value (plain-English)

We look at both **SDE** (owner-operator businesses) and **EBITDA** (larger teams with management in place). We weigh service vs. new construction, customer mix, margins, concentration risk, and the repeatability of work.

Illustrative math (not an offer):

- If **SDE = $500k**, an owner-operated service business might trade around **3–4× SDE → $1.5–$2.0M** enterprise value (before working-capital and deal-specific adjustments).
- If **EBITDA = $400k** with stronger systems/bench, you might see **4–6× EBITDA → $1.6–$2.4M** (again, illustrative only).

We'll provide a **quiet, no-obligation range** after a short call and a light data peek (P&L, payroll summary, service mix).

Our transition commitments

- **Licensing/QA:** We'll typically utilize your existing license/QA during a defined transition period while we stand up ongoing coverage (employee QA or third-party) per state rules.
- **90-day recruiting sprint:** Immediate push for techs/CSRs to shore up capacity.
- **Back-office lift:** AP/AR, payroll, benefits, vendor terms, and marketing support.
- **Pacing:** We're looking to onboard up to two shops per quarter to keep transitions clean.

Timeline (simple & discreet)

1. **12-minute call** → fit check and priorities
2. **Quiet valuation read** → SDE/EBITDA snapshot + deal lanes
3. **Non-binding LOI** → simple terms, confidentiality
4. **Numbers & operations review** (light check) → transition plan
5. **Close & Hand-off** → boring by design

FAQs (straight answers)

Do I have to stay?
We'll work with you to set the right hand-off. Typical range is 3–12 months; shorter options are possible if the plan supports it.

What happens to my team?
We keep people wherever practical and invest in recruiting and training.

Can the brand stay?
Yes—most sellers keep brand/phones. We can revisit later if you prefer.

What about taxes?
Structure affects taxes. We'll outline options, then you decide with your CPA.

Licensing/QA?
In most cases we'll rely on your license/QA during a defined transition period, then move to ongoing coverage (employee QA or third-party) in line with state rules.

Ready when you are (no pressure)

If you'd like a quiet read on value or want to compare lanes, reach out:

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