

How to do a deal when you're really under the gun...

A shotgun clause is the ultimate method for resolving business conflicts. But it can also present the most difficult of business situations for all concerned.

Now there's somewhere to turn

The Shotgun Fund® is earmarked for investments in private companies. We understand what's happening in shotgun and similar pressure-cooker situations – and we've structured our business to accommodate both the time frames and the emotional context.

We believe that owner/managers are the best valuers of their business. So when one is either willing to trigger a shotgun clause or has one triggered against them, the best indication of value has been given – an insider has declared his price. And we're ready to investigate, structure and close within the tight constraints these situations typically demand.



Our private equity financing for shotgun situations and other fast deals makes us partners with existing shareholders. We will purchase between one third and two thirds of the equity in a profitable business.

Investment criteria

Because of the tight time frames involved, our investment criteria are correspondingly tight. We look for profitable, private companies that have:

- A strong management team that will maintain a significant stake in the company
- Enterprise value between \$3 and \$20 million
- Sales between \$10 and \$100 million
- Cash flow before interest of at least \$1 million

The company should have been operating for at least 3 years and be able to self-finance growth. Typically our investments are in the manufacturing, distribution or service sectors – and we only invest where principals in the business are open to having an outside shareholder.

If your firm meets the above criteria and is facing a shotgun or other time-sensitive situation, we'll work hard to structure a relationship that meets the needs of all concerned.

All inquiries are held in strict confidence.

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