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COURSE BROCHURE

Entrepreneurship through Acquisition for Owner-Operators Training Course

22 – 26 November 2027
Milan

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Entrepreneurship through Acquisition for Owner-Operators Training Course

Ref: 3200_121689 **Date:** 22 – 26 November 2027 **Location:** Milan **Fees:** 6200 GBP

Entrepreneurship through Acquisition for Owner-Operators is a 1-week training course for aspiring owner-operators, corporate managers moving into ownership and the investors who back them, built around a first hundred days takeover plan. Many founders of profitable small firms are approaching retirement without a successor, so buying an established company has become a credible route into leadership. Jupiter Prime Training presents Entrepreneurship through Acquisition as a disciplined sequence of search, valuation, financing and handover.

Why Entrepreneurship through Acquisition Matters Now

Three forces shape entrepreneurship through acquisition today. Retiring founders hold thousands of sound businesses without a ready successor. Investors and lenders increasingly back individual buyers rather than only large funds, and they expect firm evidence that the business can carry its debt. Employees, suppliers and customers judge a new owner quickly, so the handover matters as much as the price. A careful buyer keeps jobs and customers; one who overpays or skips checks can inherit hidden debts and a fragile customer base.

Who Gains Most from Entrepreneurship through Acquisition

- Individuals preparing to search for, buy and personally run a small established company
- Corporate managers weighing a move from salaried leadership into ownership
- Private investors who back first-time buyers and sit on small company boards
- Family business successors negotiating a purchase from relatives or partners
- Advisers who support buyers on deal sourcing, lending applications and seller talks

Partners planning a joint purchase gain most when they attend together, leaving with shared target criteria and price limits.

Entrepreneurship through Acquisition Capabilities

Participants build a disciplined buyer's routine judged by each go or no-go call.

- Define an acquisition thesis — the decision of which firms to pursue
- Assess a target's earnings quality and owner dependence — the go or no-go call before an offer
- Calculate a fair purchase price from normalised earnings and cash flow — the opening offer to the seller
- Structure a capital stack of buyer equity, bank debt, seller note and earn-out — the lender and investor discussion
- Test findings from financial, legal and operational checks — the decision to sign, renegotiate or walk away
- Build a first hundred days plan for staff, customers and suppliers — the handover with the departing owner

Key Entrepreneurship through Acquisition Terms

- Acquisition thesis — a written statement of the company a buyer will pursue and why.
- Seller's discretionary earnings — profit before owner salary, owner perks, interest and depreciation.
- Seller note — part of the price the seller lends to the buyer, repaid from future profits.
- Earn-out — a deferred payment to the seller that depends on agreed results after the sale.
- Letter of intent — a mostly non-binding document setting out price, structure and exclusivity before detailed checks.
- Owner dependence — the degree to which customers, suppliers or know-how rely on the departing owner personally.

Entrepreneurship through Acquisition Day by Day

Day 1: The Ownership Route and the Search

- Buying Versus Starting Versus Franchising — Choosing the Right Route Into Ownership
- Personal Readiness and Risk Appetite Review — Setting Limits on Debt and Effort
- Acquisition Thesis Statement — Deciding Sector, Size and Owner Profile to Target
- Deal Sourcing Channels and Broker Relationships — Building a Steady Pipeline of Targets
- Owner Outreach Letters and First Calls — Opening Conversations With Retiring Founders

Day 2: Screening and Pricing a Target

- Teaser and Information Memorandum Reading — Spotting Early Warning Signs Quickly
- Earnings Normalisation and Add-Backs — Separating Real Profit From Owner Spending
- Customer Concentration and Owner Dependence Tests — Judging How Durable Revenue Is
- Earnings Multiple and Cash Flow Valuation — Setting a Defensible Price Range
- Working Capital Peg Agreement — Avoiding Surprises in Cash Left at Completion

Day 3: Financing and Negotiating the Deal

- Capital Stack Design With Equity, Debt and Seller Note — Balancing Risk and Control
- Lender Credit Memo and Debt Service Cover — Proving the Business Can Repay
- Investor Terms and Equity Split — Agreeing Rewards for Searcher and Backers
- Letter of Intent Drafting and Exclusivity — Fixing Price, Timetable and Conditions
- Earn-Out and Owner Transition Clauses — Sharing Risk With the Departing Founder

Day 4: Due Diligence and Closing

- Quality of Earnings Review and Bank Statement Proof — Confirming the Profit Is Real
- Legal and Contract Checks on Leases and Licences — Uncovering Obligations Before Signing
- Operational Walk-Through and Key Staff Interviews — Testing How the Firm Really Runs
- Purchase Agreement Warranties and Indemnities — Protecting the Buyer After Completion
- Closing Checklist and Funds Flow Memo — Coordinating Lawyers, Lenders and Seller

Day 5: Practising the First Hundred Days Takeover Plan

- Announcement Script for Staff, Customers and Suppliers — Keeping Trust in the First Week
- Founder Handover Calendar and Knowledge Capture — Reducing Owner Dependence Steadily
- Cash Control and Weekly Owner Dashboard — Protecting Repayments in Early Months
- Quick Improvement Choices From Diligence Findings — Selecting Changes Worth Making First
- First Hundred Days Takeover Plan — Presenting Priorities to Investors and Lenders

Applying Entrepreneurship through Acquisition After the Course

- Write a one-page acquisition thesis and contact ten matching owners or brokers.
- Run the normalisation and owner dependence tests on one live listing.

Entrepreneurship through Acquisition Questions FAQ

What is entrepreneurship through acquisition and why does it matter now?

Entrepreneurship through acquisition means buying an established small company and running it yourself instead of starting from scratch. It matters now because many founders are retiring without successors.

Which roles gain most from entrepreneurship through acquisition skills?

Aspiring owner-operators and corporate managers moving into ownership gain most. Investors, successors and advisers also benefit from seeing how targets are screened, priced and checked.

How does an entrepreneurship through acquisition course differ from a large mergers and acquisitions course?

It focuses on one buyer purchasing one owner-run company and then managing it personally. Corporate deal courses cover listed companies and integration teams; this one centres on seller notes and owner dependence.

What do you bring back from entrepreneurship through acquisition training?

You bring back a written acquisition thesis, a valuation and financing worksheet for a target, a diligence checklist and a first hundred days takeover plan.

Entrepreneurship through Acquisition: The Way Forward

The first hundred days takeover plan shapes the earliest decision after completion: what the new owner changes and what stays untouched while trust is built. Investors, lenders and senior staff use it to track cash and handover milestones. After the first quarter, revisit owner dependence and customer concentration, since both shift quickly once the founder steps back.