

MAXIMIZE YOUR EXIT: SELLING YOUR TRAFFIC CONTROL BUSINESS

Traffic control companies (\$5M-\$15M EBITDA) face unique financial and operational hurdles when preparing for sale. From complex government contracts to fluctuating labor costs, buyers scrutinize every detail. **Now Exit specializes in guiding traffic control business owners through these challenges, ensuring a smooth sale and maximum valuation.**

NAVIGATING THE COMPLEXITIES OF SELLING A TRAFFIC CONTROL BUSINESS

Key Challenges & Solutions



Revenue Recognition & Contracts

Misaligned revenue reporting can complicate buyer due diligence.

We lead a **sell-side Quality of Earnings (QoE) review** to standardize financials and build buyer confidence.



Labor Costs & Workforce Stability

Turnover, seasonal shifts, and safety compliance impact valuation.

We highlight **retention strategies and operational efficiencies** to maintain profitability.



Insurance & Liability Risks

High-risk operations can deter buyers.

We optimize **insurance and risk management strategies** to increase deal certainty.



Government Contract Risks

Buyers worry about contract concentration and regulatory compliance.

We prepare **detailed contract histories and risk mitigation strategies** to reassure buyers.



Fleet & Equipment Management

Buyers assess asset condition, depreciation, and scalability.

We document **maintenance records and balance sheet optimizations** to present true asset value.

WHY **NOW EXIT**?

- ✔ **Sell-Side QoE Leadership** – Align financials with buyer expectations.
- ✔ **Strategic Positioning** – Showcase contract stability and operational strengths.
- ✔ **Valuation Optimization** – Address key concerns before going to market.
- ✔ **Targeted Buyer Outreach** – Connect with strategic acquirers & private equity.
- ✔ **Future Growth Positioning** – Demonstrate scalability to drive higher valuations.

Ready to Sell for Maximum Value?
Contact Now Exit today.

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