Bolt-On Screen

Companion download for LoftyBiz 167 — Grow by Buying Small Competitors: Bolt-On Acquisitions

Write down three small competitors or neighbouring businesses you know. For each one, answer the four screen questions: same customers, close area, something your playbook improves, and a calm handover. Then write what must be ready in your own business before you could take on a new team.

1. Your bolt-on screen (use one copy per business, or three columns in the sheet)

Line	Prompt	Your notes
Business name	Write the name of a small competitor or neighbouring business you know.	
Same customers?	Do they serve the same kind of customer you already know how to serve well?	
Close area?	Is their area close enough to yours that you can reach it with your current way of working?	
Playbook improves it?	Is there something your playbook does better, so you would be buying a better business, not only more work?	
Calm handover?	Is the owner ready to step back calmly, with time to introduce you to customers and staff?	
What must be ready?	What must be ready in your own business first: a supervisor, site checklists, a weekly quality visit, or other capacity?	

2. How to use this screen

Step	What to do	Your notes
Screen first	Do not fall in love with a deal. Walk away if the customers, area, or playbook do not fit, or if one customer carries too much of the income.	
Check the facts	Ask for simple facts and check them against invoices or records, not only a conversation.	
Share the risk	Do not pay the whole price on day one. Part at closing, part later, sometimes linked to customers staying, with the seller helping for a handover. Get your own accountant and lawyer.	
Fold in slowly	Change nothing customers can see at first. Add your playbook one step at a time, and wait until the first team is running smoothly before the next deal.	

Keep your service steps, handover checklist, and first-thirty-days checklist as SOPs in Systex, our own product. The assistant answers from your notes. You can find Systex at loftybiz.net. Click the link in the description.

These are examples, not promises. Figures in the video are example figures, not targets or forecasts. This is general education, not financial, legal, investment or tax advice. Results vary.

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