



Frequently Asked Questions

Numbers, Viewings and Offers

Do you have questions? We have the answers.

(Well, most of the time!)

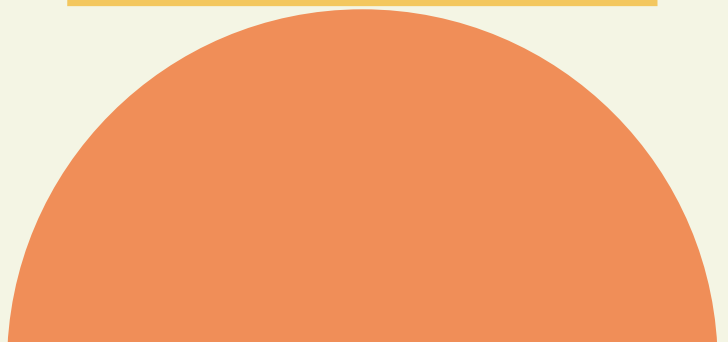
The setting looks good, but how is it valued?

The setting may be everything you want it to be in terms of location, demographic and ethos, but the numbers need to make sense as well. When you receive the marketing prospectus and accounts, it's important to work through the figures and make sure you understand how the value has been reached and that it is supportable for you. Speak with your Buyer Account Manager if you have any questions, and download our free guide to understanding the numbers.

Want to know more? Download your **FREE**
Understanding EBITDA Guide

What other things should I consider as well as financials?

There are other things to consider beyond income and profit. Occupancy numbers, for example, will show you how the setting is performing and where there may be growth potential. A low occupancy can be the result of a combination of internal and external factors that may include poor location, reputation issues, high fees or inadequate marketing – or it may be that the owner has capped numbers to keep it easy to manage. As with all things, don't assume any single piece of information tells the whole story. Dig deep and see what it actually means.



What should I expect from a viewing?

The viewing is your chance to get a good look at the setting and ask lots of questions. See if the ethos and environment works for you – but don't forget it's just as much of an opportunity for the Seller to assess whether you are the right Buyer too! Generally, any financial or more detailed questions should be addressed beforehand or followed up via your Buyer Account Manager after the viewing. Think of it as a chance for you to get to know the Seller and the setting, chat about the day-to-day and talk about what you both want to achieve from the transaction.

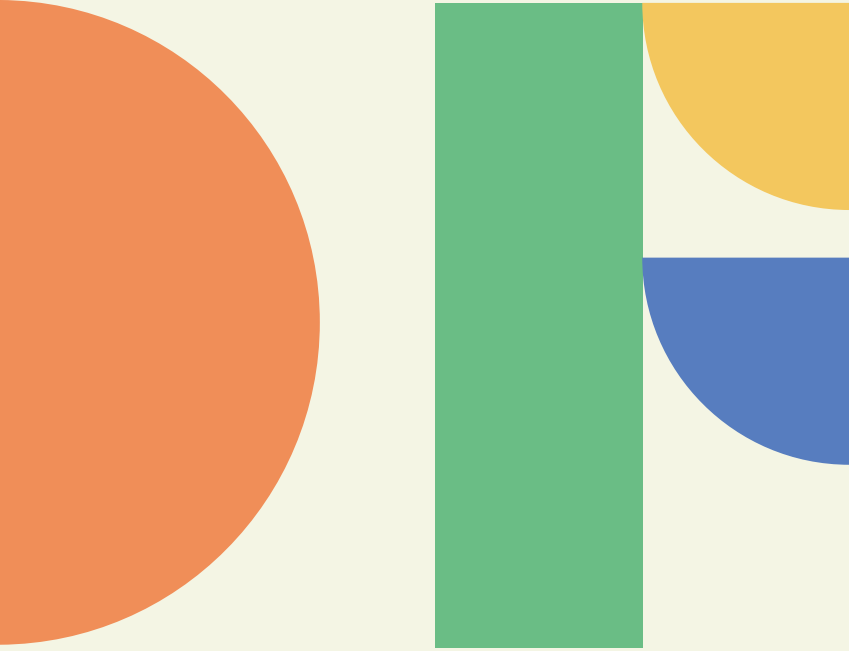
Why can't I view the setting during operational hours?

As frustrating as this can be, the importance of protecting the confidentiality of the sale from staff and parents is paramount. Staff may leave out of fear for job security, and parents could withdraw children due to uncertainty. Nurseries must also strictly control who enters the premises when children are present, as unfamiliar visitors can pose a safeguarding risk. Even posing as a parent or someone from the bank means that you are limited in how beneficial a day time visit can be as you can't speak openly. In most cases viewings take place in the evenings or weekends. If the transaction progresses, there will be plenty of chance to see the setting in action further down the line once the Seller is comfortable.

Seen it, Want it, What's Next?

Once you're ready to make an offer, this must be submitted to your Buyer Account Manager and Consultant in writing, who will then discuss it with the Seller. The secret to a good offer is showing that you have considered any concerns or queries the seller may have, along with explaining why you may have made certain assumptions or conditions within the offer. An offer should explain why that particular price has been offered, how it will be funded, and include any particular terms you would require – such as a certain length lease or a stay on period for the Seller. Show that you are ready to proceed and be the buyer that they have been waiting for.





Whether you're new to the early years sector or looking to expand your existing portfolio, the dedicated team at Owen Froebel can help you find, assess and acquire the right nursery for you.

To access our full list of nurseries for sale and be the first to hear about new opportunities, you'll need to register on our website. It's quick, free and puts you first in line.

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