

HEALTHCARE & BENEFITS INSURANCE BOOK OF BUSINESS

Confidential Investment Opportunity · Cook County, IL (Relocatable)

COMPANY OVERVIEW

A long-established independent trade association, founded in 1925 and representing approximately 750 small and mid-sized businesses, is seeking a strategic buyer for its wholly owned employee benefits and insurance brokerage subsidiary. The business serves approximately 102 employer clients.

Historically focused on long-term client relationships and retention rather than aggressive expansion, the business offers an established acquirer the opportunity to accelerate growth through broader products, cross-selling, technology, marketing and an existing operating platform.



INVESTMENT HIGHLIGHTS

- Established recurring revenue: ongoing commission and renewal income
- 102 existing employer clients among small and mid-sized businesses
- 750-member Association: a substantial pool of prospective clients and future referrals
- Cross-selling potential across insurance, benefits, HR, compliance and related services
- Embedded growth channel: Association communications, events, referrals and co-branded marketing
- Platform-ready: integrate into existing infrastructure for attractive incremental margins

SERVICES

Brokerage	Insurance brokerage
Consulting	Employee benefits consulting
Plan Design	Plan design support
Compliance	Compliance guidance
Advisory	Strategic benefits advisory services
Clients	Small and mid-sized employers

FINANCIAL PROFILE

Metric	Value
Asking Price	\$1,000,000
Gross Revenue	\$675,000
EBITDA	\$200,000
Established	2012
Employer Clients	102
Association Members	~750
Location	Cook County, IL
Reason for Sale	Strategic refocus

Financial information is summary in nature and will be provided in greater detail to qualified parties upon execution of a Confidentiality Agreement.

FOR ADDITIONAL INFORMATION, PLEASE CONTACT



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