

A trusted, experienced partner to assist in business representation

Every business will be sold someday. As a potential seller you need to decide when is the right time and who has the expertise to help you. We can help with both decisions.

The right time is when you are ready. We can help you compute whether the sale of your business will allow you to be financially independent of the business. Determining the value of your business and whether it will meet your future needs is a critical consideration.

We are uniquely qualified to help you sell your business and do it properly. The sale of a funeral or cemetery business requires a combination of knowledge and experience. Foresight has completed over 500 mergers and acquisitions transactions over the years. We have helped clients sell to family members, key employees, regional and national acquirers, and new business owners.

We advise our clients with both insight and foresight on understanding the marketplace for their business, strategies to improve value and knowing when to sell.



Why Choose Foresight

Passion. We care about your results. Your focus is on serving families. We focus on the financial health of your business.

Performance. We take a strategic approach to building a solutions and strategies for success for each of our clients. This results in an average profit margin that is many times higher than the national average.

Personalization. Our services are tailored to your individual business needs. Many clients want a full suite of services while others need solutions in one specific area of their business.

No one knows the funeral service and cemetery businesses better than we do. No one knows your business better than we will. We have been trusted consultants to the funeral home and cemetery owners and managers for more than 40 years.

Why Choose Foresight for Your Business Representation?

We will guide you every step of the way. We understand the marketplace for your business. Our interests are completely aligned with yours throughout the entire process. Our process is unique:



1. We value your company. If you don't agree with the conclusion, we show you how to build the value.
2. We provide you with an understanding of your assets, after tax on the sale.
3. We help you define your role in the business after a sale.
4. Before we go to market, you pre-screen the list of potential buyers.
5. We prepare a comprehensive package to show case the business to potential buyers.
6. As your advocate, we negotiate on your behalf. We use our experience in the marketplace to negotiate the most favorable terms to your benefit.
7. Ultimately you pick the best buyer and we work to get the deal closed!

We want to see our clients be successful in their business

"One of the biggest decisions I had to make was when I decided to sell our family company that had a 65 year heritage. But I knew that I had one opportunity to do it and to do it right. I wanted to make sure that I worked with someone that had my best interests at the forefront and help fulfill my families legacy. The only company who could deliver the results I was looking for was Foresight. If you are thinking about selling your funeral home, I would strongly recommend that you talk to Dan and his team. They were able to take us farther and longer than we could have ever imagined we could have gotten to."

John McQueen

Anderson-McQueen Funeral Home, Florida



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About The Foresight Companies

At the Foresight Companies, we are passionate about the funeral and cemetery profession. Our business and financial consulting firm has a singular focus, our client's success. Our mission is to provide solution-based services that guide our clients through the process of strategic change. Our role as a trusted adviser includes Accounting, Financing, Valuations, Merger/Acquisitions and Human Resource and Compliance business services. We understand the business of doing business. This mission is expressed in our corporate motto: Consulting with Insight. That's [Foresight](#).

To learn more, please visit our website at theforesightcompanies.com.