

## A trusted, experienced partner to assist in your Business Acquisition

We have one mission: create successful business solutions for our clients. Our formula includes the knowledge gained from our Partners who have over 100 years of combined funeral and cemetery industry experience. No other consulting firm in funeral service comes close. We have the insight and experience to make a difference for you.

Since our company was founded in 1987, we have provided transactional, financial and management consulting to over 3,000 funeral homes and 1,000 cemeteries. The Foresight Companies has performed appraisals for more than 2,500 funeral homes, 800 cemeteries and originated more than \$750,000,000 in financing and assisted more than 500 private business owners to buy or sell businesses representing a billion dollars in value.

The purchase of a funeral home or cemetery requires a combination of knowledge and experience. You need an experienced partner who will help you succeed. Foresight is the company that you can trust to guide you through this process.

We advise our clients with both insight and foresight on strategies to improve their profitability, grow their business and ensure a brighter future.



## 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 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.

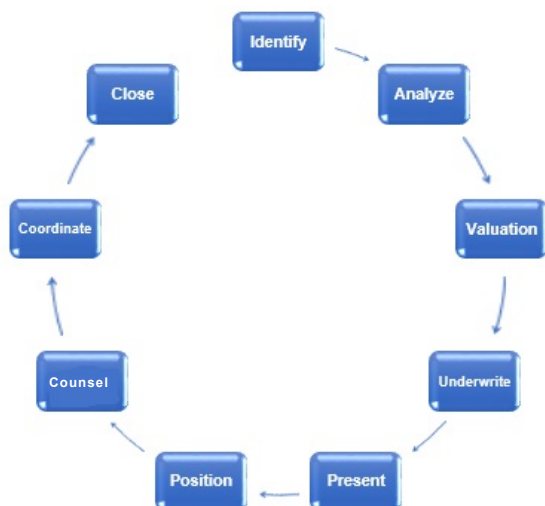
No one knows the funeral service and cemetery businesses better than we do. No one knows your business better than we will. We have been trusted consultants to funeral home and cemetery owners and managers for more than 40 years.

**Consulting with Insight. That's Foresight.**

*[theforesightcompanies.com](http://theforesightcompanies.com)*

## Why Choose Foresight for Your Business Acquisition

As trusted funeral and cemetery consultants we know what needs to be done to facilitate a successful business transfer:



- Identify a prospect
- Analyze the quality of business and market
- Value the business and real estate
- Underwrite your financing needs and identify the best lender and terms
- Present a logical offer to the seller and their counselors.
- Position any offer so it is seen in its best light
- Work with your lawyer on the transaction
- Coordinate the due diligence needed by the buyer and their lender
- Get the deal closed!

Our goal is to get the right deal completed with a pathway to success for your future. Whether you are buying your first business, helping your parents retire, or adding a business; it takes Foresight to see the future.

### We want to see our clients be successful in their business

"When I became aware of an outstanding opportunity to expand my business, Dan Isard and his staff at Foresight immediately came to mind. From the initial call, to the closing celebrations, Dan and his team stood behind me and my local professionals, and gave me the personal guidance and confidence to bring a complicated acquisition to closing. I am convinced that the team at Foresight made a dream become reality."

#### Mark Zimmer

Zimmer Westview Funeral & Cremation  
Ballhorn Chapel Funeral Home  
Sheboygan, WI



7301 North 16th Street, Suite 103  
Phoenix, AZ 85020  
(602) 274-6464

### 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](http://theforesightcompanies.com).