T | V | G THE VANT GROUP

Acquisition Opportunity

DAGT – Established Estate, Tax, and Business Law Practice

ASKING: $2,114,000

Business Activity

Founded in 1992, a well-established boutique law practice specializing in estate planning, estate and trust administration, probate, business law, and tax planning. For more than three decades, the firm has built a reputation as one of the leading estate planning practices in the Greater New Haven market, serving high-net-worth individuals, families, business owners, and fiduciaries through long-standing referral relationships with attorneys, accountants, financial advisors, and existing clients.

The practice generates revenue from a diversified mix of legal services, led by Estate Planning (46%), Estate Administration (27%), and Trust Administration (16%), creating a balanced combination of transactional work and recurring fiduciary engagements. The firm's mature trust administration portfolio provides an ongoing stream of recurring revenue while estate planning naturally feeds future estate administration work, creating a self-replenishing client lifecycle.

Financially, the firm has demonstrated strong profitability, generating approximately **$1.53 million** in trailing twelve-month revenue and approximately **$665,000** of adjusted EBITDA, representing a **43.4% EBITDA margin**. Following operational changes after the departure of a former partner, the practice has returned to consistent growth.

The firm's competitive position is supported by more than thirty years of market presence, an experienced legal staff with lengthy tenure, established operating systems, modern legal technology, and a broad referral network that continues to generate new matters without formal advertising. Demographic trends further support future growth as an aging population increases demand for estate planning and estate administration services while many competing estate planning attorneys approach retirement with limited succession planning.

The seller is pursuing retirement but remains flexible regarding transition timing and is willing to remain involved for an extended transition period to ensure continuity of client relationships and operations. Additionally, the affiliated real estate, which houses the firm's long-term office location, is available for purchase as part of the transaction, providing an opportunity for buyers seeking both the operating business and the underlying real estate.

Deal Summary

TTM Revenue:	$1,535,000	**TTM Adj. EBITDA:**	$665,000
Corporation Type:	Sub-S	**Location:**	Connecticut
Working Capital*:	up to $105,000	**Year Established:**	1992
Total Assets*:	$105,000	**Accounting Method:**	Cash
NAICS Code:	541110	**Financial Year End:**	December

* Included in Asking Price, working capital is subject to adjustment based on the timing of the sale.

Terms

With a down payment of $211,000 (10%), third party financing is available to finance the remaining balance over 10 years for a buyer with a requisite background that is qualified by the bank (the owner is willing to carry back 10% of the purchase price if needed). Third party bank financing will require a monthly payment of approximately $21,000. All notes will be personally guaranteed.

Special Notes

- The asking price reflects the operating law practice only. The underlying real estate is available separately for $950,000.
- The financial model reflects a normalized rent expense of $60,000 annually, compared with the current related-party rent of $54,000 annually.
- 2024 represented a transitional and corrective period following the departure of a former partner and related personnel; 2025 and 2026 results demonstrate a substantial recovery in revenue and profitability.
- The financial model adjusts the timing of previously earned fees held in IOLTA accounts so that revenue is reflected in the periods in which the related services were earned.
- The seller will provide two months of transition assistance at no additional charge and is willing to remain under a compensated consulting arrangement for one to three years.
- Best-Fit Buyer Profile: An experienced estate planning attorney, trusts and estates practice, or established law firm seeking a respected Connecticut platform with complementary tax and business-law capabilities.

Top Things to Know About This Business

- Business Model: Boutique legal practice focused on estate planning, estate and trust administration, probate, taxation, business law, and selected real estate matters.
- Core Service Mix: Estate planning, estate administration, and trust administration account for approximately 89% of total revenue.
- Recurring Revenue: Ongoing trust administration files provide a recurring and comparatively stable stream of professional-fee income.
- Strong Recent Performance: 2026 annualized revenue is approximately $1.85 million, with adjusted EBITDA of approximately $1.00 million.
- Referral Engine: New matters are generated primarily through longstanding referral relationships with attorneys, accountants, financial advisors, and repeat clients.
- Established Client Base: The practice serves approximately 98 active matters and maintains relationships with approximately 1,000 clients across the broader practice.
- Experienced Team: The associate attorney and legal assistant have approximately 12 and 13 years of tenure, respectively; the estate planning paralegal has indicated a willingness to remain.
- Technology Platform: Operations utilize QuickBooks, Clio Growth and Manage, WealthCounsel, Lachner Probate, and AI-enabled dictation tools.
- Market Tailwinds: Business succession needs, and retirements among competing estate-planning attorneys support continued demand.
- Limited Paid Marketing: The practice has grown largely through referrals and repeat business, creating a meaningful opportunity to formalize marketing and business-development efforts.
- Optional Real Estate: The buyer may lease the established office or acquire the underlying property separately.

Strengths and Weaknesses	
Key Strengths	**Possible Opportunities**
Longevity of firm & reputation in community	Increase formal marketing, sales planning, and forecasting
Experience and stability of current staff and ownership of real estate by firm and seamlessness of possible lease transfer	Access to current clientele consisting of (some) business owners who are higher net worth
Specialization of Firm and "Boutique" Status	University faculty contacts
Breadth and volume of referral sources-attorneys, accountants and financial advisors Approved estate planning attorney for TIAA-CREF	Aging and retirements of competitor firms that are not being replaced
Long-standing and "integrated" clientele consisting of business owners who are both (1) higher net worth and (2) require work in multiple fields (estate planning, corporate, estate administration, and ongoing trust administration)	Demographics – Retiring Baby Boomers creating strong flow of new estate planning and estate administration work, as well as retirements and business sales

History

The Firm was started in the early 90s by the current owner. The firm has been in its present location for over 29.5 years.

Business Days and Hours	
Monday – Friday:	8:30 am to 6:00 pm
Saturday:	Closed
Sunday:	Closed

Marketing Strategy

The Firm does not employ a traditional outside sales force and generates new matters primarily through word-of-mouth referrals, repeat clients, and relationships with attorneys, accountants, and financial advisors. Its reputation, service quality, specialized capabilities, and longstanding community presence are the primary drivers of new business. A new owner could supplement the established referral model with a formal marketing plan, targeted digital outreach, referral-source management, and additional administrative support to increase capacity and attorney productivity.

Financial Summary

Year (Financial Year End: 12/31)	**2026 Annualized** Internal P&L	**TTM** Internal P&L	**2025** Tax Return	**2024** Tax Return
Revenue:	$1,852,273	$1,534,538	$1,072,628	$912,972
Adj. EBITDA*:	$1,003,090	$665,274	$552,610	$211,336
Adj. EBITDA Margin	54.2%	43.4%	51.5%	23.1%

**Profit before interest, tax, depreciation, amortization (non-cash items) including owner salary, one-time and discretionary expenses. All adjustments to EBITDA were provided by seller*

Employees

In addition to the owner, the Firm is supported by three full-time team members: an associate attorney, an estate planning paralegal, and a legal/administrative assistant. The associate attorney and legal assistant have approximately 12 and 13 years of tenure, respectively. The estate planning paralegal has indicated a willingness to remain following a transaction. The practice currently has limited backup coverage for certain key positions, presenting an opportunity for additional cross-training and staffing.

Assets and Liabilities

A detailed asset list is available, including approximately $40,000 in furniture, fixtures, computer equipment, printers, a phone system, and a copier. The transaction is expected to include up to approximately $107,000 of normalized working capital, subject to adjustment based on the timing of closing. The seller will retain excess cash and other non-operating assets and will settle all debt and non-assumed liabilities at or before closing.

Facilities

The firm occupies a 3,000-square-foot, two-story commercial office situated on approximately 33,000 square feet of land. The facility includes a reception area, three conference rooms, six private offices, three bathrooms, and approximately 2,800 square feet of basement file and supply storage. The Firm currently pays $4,500 per month under a net lease that runs through December 31, 2029, with renewal options; the financial model normalizes rent to an estimated market rate of $5,000 per month.

Real Estate: The land and building are not included in the asking price and may be acquired separately for $950,000.

Support and Training

The Owner genuinely desires an effective business transition with seamless customer service through to the buyer. He will train a buyer for the needed amount of time and additional consulting contract can be obtained.

Reason for Selling

The owner is ready for retirement.

Additional Business Details or Insights Impacting Valuation:

Factors increasing value:

a. Owner's age and willingness to remain for a lengthier transition
b. Owner's not desiring or needing immediate retirement
c. Age and maturity of practice and peak demographic market estate planning and administration
d. Relative low level of meaningful competition in the market area and relatively low influx of younger attorneys seeking estates & trusts as a legal specialty
e. Relatively advanced technology and established processes for a smaller firm
f. Steady annuitized income stream generated by trust administration files
g. Broad client base and little reliance on small number of larger clients

Next Steps

In order for us to release the Confidential Information Memorandum, complete the Non-Disclosure Agreement and Buyer Profile and return to:

Dirk Armbrust, Managing Director
Dirk@TheVantGroup.com
214.546.6298

CORPORATE/INVESTMENT GROUP CONFIDENTIALITY AGREEMENT

Description of Business: Established Estate, Tax, and Business Law Practice
Asking Price: $2,114,000

1. For good and valuable consideration, the receipt and sufficiency of which are acknowledged, the undersigned ("The Recipient") enters into this Confidentiality Agreement with The Vant Group, Inc., a Texas corporation ("the Broker") and for the benefit of the Broker's client (the "Company") that shall be identified by the information disclosed under this Confidentiality Agreement.

2. The Broker has attached hereto or has provided or may subsequently provide to the Recipient in connection herewith certain technical, financial, and/or business information (collectively the "Information") regarding the Company (as above designated) to facilitate an evaluation by the Recipient whether to acquire the Company or stock or assets thereof. The Recipient acknowledges that the Information is highly confidential and proprietary to the Company.

3. The Recipient shall not at any time, without prior written consent of the Company, furnish, copy, reproduce or distribute, in whole or in part, directly or indirectly, the Information to anyone, except Recipient's financial advisors, investors, tax advisors and attorneys, who may be furnished with the Information for the sole purpose of advising the Recipient as to the structure of any proposed purchase of the Company (or its stock or assets), and it will keep permanently confidential the Information and will use the Information only for the purpose set forth above. The Recipient shall be under no obligation to maintain as confidential any information which (a) Recipient can show by legally sufficient written evidence was in its possession prior to disclosure by the Broker and/or the Company; or (b) becomes generally available to the public in tangible form other than by acts or omissions of Recipient; or (c) is lawfully obtained from a third party. The Recipient shall not contact the Company to discuss the sale or purchase of the Company or the Information without prior written consent of the Broker.

4. The Recipient hereby indemnifies and holds harmless the Broker, and its agents, representatives, employees and attorneys, from and against any and all claims, liabilities, actions, causes of action and damages, arising from or relating to any injury or loss arising out of, from, or attributed to the transactions or matters subject hereof, or the actions, omissions, wrongful conduct or other breach of this Confidentiality Agreement by Recipient, which indemnification shall include, without limitation, reimbursement of attorney's fees and expenses incurred by the Broker in connection herewith.

5. The Recipient shall not enter into any agreement for the purchase of the Company or its stock or assets unless said agreement contains a provision wherein the parties thereto acknowledge that the Broker is the procuring cause of such agreement and the Broker is entitled to a broker's commission as agreed upon by the Company and the Broker.

6. While the Information is believed to be accurate, it is subject to change, error or withdrawal of offering, without notice. The Company and the Broker expressly disclaim any and all liability for representations or warranties, expressed or implied, contained in the Information, or, for omissions from it. The Company reserves the right to require the return of the Information at any time.

7. A facsimile transmission of this document is legal and binding.

8. If Buyer decides not to pursue the possible purchase of the Business or Seller decides not to pursue the sale of the Business, Buyer will promptly destroy, delete and return to Broker all Information previously furnished by Broker or Seller, including any and all reproductions of same, and further, shall destroy any and all analyses, compilations or other material that incorporates any part of said Information.

9. The Recipient warrants that the undersigned is a duly authorized by the Recipient to enter into binding legal contracts on its behalf.

10. This Agreement contains the entire agreement between the parties hereto with regard to the subject matter hereof. If one or more of the provisions contained herein shall be held to be invalid, illegal or unenforceable, the balance of this Agreement shall remain in full force and effect. This Agreement shall be binding upon the parties' heirs, successors and assigns, where permitted. This Agreement may not be assigned by the Recipient without the prior written consent of the Broker. No ambiguity herein shall be resolved presumptively against any party. This Agreement shall be construed in accordance with the laws of the State of Texas, and the obligations of the parties are performable in Dallas, County, State of Texas, where venue shall lie for any actions brought hereunder.

RECIPIENT:

Company Name	Street City State Zip
Print Name	Email Address
Signature	Phone
Date	Fax

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ABILITY TO CLOSE

All potential buyers are required to indicate that they have decision-making authority and financial ability to close on the transaction before receiving financial information on any listing. If you are an individual buyer, this is not the right form. Please contact analyst@thevantgroup.com and ask for an NDAI.

For Corporate buyers, Private Equity Firms, Family Offices, or Search Funds, please provide one of the following by email to analyst@thevantgroup.com:

- A copy of your most-recent Balance Sheet. OR
- A signed letter on company letterhead from your funding source stating that:
  - They have the financial capacity to fund acquisition up to the list price of this offering.
  - They have endowed you with decision-making authority on the suitability of this business for your acquisition, and the authority to proceed through close, unless your due diligence discovers material issues that no longer make the acquisition suitable for you. OR
  - Complete the below Buyer's Personal Profile.

BUYER'S PERSONAL PROFILE - CONFIDENTIAL INFORMATION

Name: _____

Cash In Banks	$ _____	Notes Payable	$ _____	x
U.S. Govt Securities	$ _____	Liens On Real Estate	$ _____	
Accounts & Notes Receivable	$ _____	Other Liabilities	$ _____	
Value Of Businesses Owned	$ _____	**TOTAL LIABILITIES**	**$** _____	
Other Stocks And Bonds	$ _____			
Real Estate	$ _____	Salary	$ _____	
Automobiles -- Number ( )	$ _____	Dividends & Interest	$ _____	
Other Assets	$ _____	Other Income	$ _____	
TOTAL ASSETS	**$** _____	**TOTAL INCOME**	**$** _____	

Monthly Income Required: $ _____ Down Payment Available: $ _____

Personal Net Worth: $ _____ Require Immediate Income?: _____

Who Else Would Be Involved In The Decision Process? _____

Have You Ever Filed For Bankruptcy? _____ Have You Ever Been Arrested? _____

I Hereby Attest That The Above Is A True Representation On My Financial Status. I Agree To Provide, Upon Request By Broker Or Seller, Financial Statements, References And Other Pertinent Information Evidencing Such Financial Sufficiency If Necessary

Signature: _____ Date: _____