

August 9, 2022

To Whom It May Concern:

This letter is to communicate our experience with Jim Marshall, Broker, at Business Team. When my wife and I decided to sell our pallet business, we had no idea how to start the process. Jim met with us, performed a business valuation using our inventory, accounting records, and tax returns. Jim then suggested parameters for coming up with a sale price for our industry and location.

We had a hard time seeing the potential interest others would have in purchasing our business, as we were burnt out after running it for 26 years. We had no exit strategy. Jim reassured us that our pallet business was a good business and that he would be able to find the right buyer, even though there was no real estate involved in this sale.

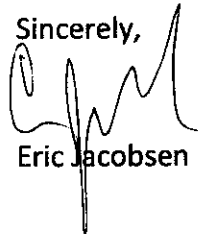
Jim also understood the importance of keeping the sale confidential due to business competition and employee retention. Jim requested a lot of documentation and reports at the beginning, prior to listing, which prepared us for potential buyer questions and working with SBA lenders. Jim is very knowledgeable with reports and accounting, and we felt confident as he assisted us through the entire process.

We listed the pallet business twice with Jim. The first time we took it off the market, as we wanted to build up the sales and make it more profitable. This second time listing with Jim, we had a lot of interest and were able to sell it within our contract timeline.

The business is still thriving with the new owner and all of our dedicated employees are still employed there.

We would not hesitate to use Jim Marshall and the Business Team in the future.

Sincerely,

A handwritten signature in black ink, appearing to read 'Eric Jacobsen', with a stylized, cursive script.

Eric Jacobsen