ERIC GILBOORD

A REFERRAL GUIDE FOR PROFESSIONAL ADVISORS

Founder & CEO, WarrenBDC | Creator, SYB4M — Sell Your Business 4 Millions

Eric@warrenbdc.com • 416-270-2466 • warrenbdc.com • syb4m.com

Advisor — I get your clients sale-ready, so by the time they come to you, the hard part is already done.

WHO I HELP

Gen X and Boomer business owners, 20+ years running their company, who want to sell in the next 1–5 years — but don't know what buyers actually look for.

I also work alongside the advisors who serve them: lawyers, wealth managers, and accountants. If your client isn't sale-ready, I'm the resource that gets them there.

WHAT I DO

Most owners find out what's wrong with their business only when a broker or buyer tells them — usually after it's already cost them money or killed the deal.

I close that gap ahead of time. I'm not a financial advisor — I work on what drives value: operations, growth story, and risk, the things buyers scrutinize most. Fix those, and stronger financials follow.

The result for you: a client who arrives prepared, not a surprise.

No jargon. Straight answers. A clear list of what to do and in what order.

HOW I PREPARE THEM

- SYB4M Roadmap App (www.syb4m.com) — self-guided program for owners 3–5 years out, covering everything a buyer will scrutinize.
- 1-on-1 Coaching (www.syb4m.com) — hands-on guidance for owners 1–2 years out who need to close gaps fast.
- New book: Prepared To Sell — The No-BS Gen X Business Owner's Guide for a Successful Sale.

WHY REFER YOUR CLIENTS TO ME

- They arrive to you stronger — higher value, fewer due-diligence surprises, a smoother deal.
- I only prepare — I'm never involved in the sale itself, unless I'm invited in.
- Straight, plain-language guidance clients actually act on.

WHEN IT'S TIME TO SELL

www.warrenbdc.com — Once a client is ready, WarrenBDC can partner with your firm to take the business to market and bring qualified buyers to the table.

If a client mentions they're thinking about selling — even years out — I'm happy to have a no-pressure conversation with them.

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