

**ADS Partnership Portal Information Form****Your Name:**

David Wolberg

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Shadowfax Capital

**Contact Name:**

David Wolberg

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**Service Category:**

Consulting

**Years in Business:**

6

**Fee Range Per Hour:**

N/A

**Detailed Description of Services:**

Shadowfax Capital is a boutique merger and acquisition advisory firm providing a multi-disciplined approach to the widely underserved lower middle-market in the Long Term Care Industry. Our clients are entrepreneurs, small business owners and investor groups who seek guidance in the purchase or sale of Adult Day Care facilities, Skilled and Non-Skilled Nursing licenses and facilities, Assisted Living facilities, and all other businesses in the Long Term Care Industry. Our advisory team consists of entrepreneurial-minded merger and acquisition professionals with extensive experience and long-standing relationships with strategic acquirers, private equity firms, high net-worth individuals, and public companies. Our advisors are best in class, each with significant experience operating within

## Shadowfax Capital

the Long Term Care industry, ensuring our clients receive a deep level of expertise. By combining transactional expertise with in-depth industry knowledge, Shadowfax Capital maintains a reputation as a creative and trusted partner for entrepreneurs and investors pursuing a purchase or sale transaction.

### Capabilities/Experience of Owners or Principals:

The Managing Directors are Attorneys and MBAs, each with significant transactional experience guiding the purchase and sale of businesses within the Long Term Care industry.

### Examples of Current Work:

Currently representing the sale of five Adult Day Care facilities to a private equity company seeking a platform entrance into the sector.

### Process for Client Engagement:

After confirming whether the Client is interested in selling or buying a business, we work with them to gain a deep understanding of their interests. If the Client is a Seller, we will ensure that we understand the nature of their circumstance and the performance of their business so we can provide the utmost quality in representation. If the Client is a Buyer, we will ensure that we understand the Client's expertise and interests so we can guide them in the purchase of the right business.

### Quotes from Clients:

"Shadowfax was instrumental in the sale of my Adult Day Care facility. The team really gained an understanding of why I needed to sell and what I was looking for from a buyer. They are not just main street business brokers, they guided me every step of the way, from completing an in-depth valuation and finding a buyer, all the way through the closing. They really understood the complexities of operating an Adult Day Care, which helped me get the most value for my business." - Owner, 2017

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