



## HAMILTON ROBINSON CAPITAL PARTNERS

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Spring break is finally upon us...as we are all headed out the door to a baseball game or sitting on a beach somewhere, here **are a few resources that could get you right back into the action upon your return to the office.**

Only 25% of business owners who sold their businesses were satisfied with the outcome. What makes the difference? **Family Business Magazine presents a free webinar** directly aimed at **getting paralyzed business owners ready for a transition.** The **video highlights a very different and thought-provoking way for you to approach business owners.** Test your skills - go directly to Awareness Test on index.

**The hardest thing to do is convince a business owner to sell their company.** The National Center for the Middle Market has added Performance Benchmarking tools for middle market businesses. It's a great tool for business owners to compare themselves to their peers and **gives you a wealth of knowledge about specifics in the middle market to help you gain their trust and develop a realistic assessment of their businesses.**

And you thought today was a challenge...Industry Week published an article, "The Demand Economy is Altering the Logistics Landscape," on the demographic and socioeconomic shifts that will make a profound impact on the future of manufacturing and the industrial labor pool. **Discussing these factors with a business owner may enable them to do a realistic assessment on whether their company is positioned to sustain and succeed in this new "demand economy" or whether a change is needed.**

At Hamilton Robinson we believe in human-centric investing - we bring more than just capital to the table. **If you have any clients in the industrial space or would like to approach a business owner we would welcome the opportunity to partner with you.**

### ABOUT HAMILTON ROBINSON

Hamilton Robinson Capital Partners was founded in 1984 to invest directly in small, privately held manufacturing, distribution and service businesses. The firm has maintained its singular focus on this dynamic market to become a valued resource for equity capital and growth strategies for small businesses. Based in Stamford, CT, the firm has completed over \$1.3 billion in transactions supporting 41 companies. Investors include leading financial institutions, funds, family offices, and individuals in the United States and Europe. For more information, visit [www.hrco.com](http://www.hrco.com).