



Matt Jones, CPA

JONES WALSH
PARTNERS

Acquiring one established business to operate for the long term

Principal, Jones Walsh Partners • Experienced CEO and Operator

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All inquiries held strictly confidential.

JONES WALSH PARTNERS

A Buyer Who Respects What You Built. Selling your business should be the exit you've earned, on your timeline, with your people and reputation protected. Matt's job is to build on the culture you created and give your team room to grow. We're buying one business to give it a permanent home, not to flip it in a few years.

Scaled a Business as CEO. Over 5 years leading Affinity Whole Health, Matt grew sales 138%, scaled profit 5x, reduced voluntary turnover to a single departure in two years, and digitized operations.

Multi-State Leadership. He expanded the company from a single state into multiple, managed operations across Cleveland, Columbus, Indianapolis, and Chicago, directly relevant to running a regional service business.

Automated 100+ Hours a Month. Matt used technology to free his team from 100+ hours of manual data entry a month, redeploying that time to service customers, not cutting jobs. We plan to bring this playbook to the business we acquire.

CPA + Fortune 500 Sales. Experienced CPA across audit, tax, and valuation. In Fortune 500 sales, Matt learned the discipline to win commercial customers and grow accounts.

Built for Hard Work. Matt grew up working jobs in warehouses, sales, restaurants, and on construction sites. He's not afraid of hard work, and just as comfortable in the field as in the office.

Experienced Deal Team. Our investors and advisors have completed 20+ private business acquisitions and guide the process from offer to close. Matt is the owner-operator who runs and grows the business for the long term.

TARGET PROFILE

FOCUS

B2B specialty services. Examples include: maintenance & field services, testing & inspection, specialty distribution, light manufacturing, or healthcare-adjacent services. Open opportunistically to other industries.

PROVEN & ESTABLISHED

Long operating history and durable profitability; an established business, not an early-stage startup.

GEOGRAPHY

Within 3 hours of Cleveland (OH, western PA, northern WV, eastern MI), as well as a one-hour flight from Cleveland.

REVENUE

\$5M – \$20M

EBITDA

\$1M – \$3M

STRUCTURE

Majority acquisition; open to seller rollover equity

TRANSITION

3–12 month owner transition, flexible

WHY JONES WALSH PARTNERS?

60–90 Days

FROM SIGNED LOI TO CLOSE

EASY TO WORK WITH

We move quickly, communicate clearly, and don't retrade a deal we've agreed to.

ACTIVELY SEARCHING

Ready to engage now and move at your pace.

EXPERIENCED DEAL TEAM

Investors and advisors with 20+ acquisitions.

FLEXIBLE FINANCING

Conventional senior debt with possible seller note and SBA.

EQUITY COMMITTED

Not contingent on fundraising.

IDEAL BUSINESS CHARACTERISTICS

HEALTHY CULTURE

A team and values worth building on, not turning around

RECURRING

Repeat or contracted revenue, not one-time projects

LOYAL CUSTOMERS

Sticky relationships and low customer concentration

DURABLE DEMAND

Essential, non-discretionary work needed in any cycle

DEFENSIBLE

Reputation or expertise resisting commoditization

If you have an opportunity that fits, we'd welcome the conversation.
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