

# childcare concepts

*Let real industry experience  
work for you!*

Have you thought about selling to a large childcare group? Tossing up about the value of using an experienced childcare broker? John, Managing Director of a group of five centres did and Childcare Concepts far exceeded his expectations.



This family owned and operated group of centres with over 20 years of servicing their local communities recently worked with leading childcare brokerage service, Childcare Concepts to gain a result that exceeded expectations!

In order to consolidate the group's offerings and provide the highest standard of quality care it was decided to sell one centre that was outside the group's core catchment area to improve efficiencies and level of service to current families. With this in mind John approached a leading childcare corporate to seek a realistic offer but with limited success. To maximise return John approached Phillip Malek of Childcare Concepts to seek his advice on price and contract time given Phillip's extensive experience in selling to large corporate groups.

Phillip was able to review the Centre's Profit and Loss and financial position to maximise the Centre's saleability and negotiate with not only one large corporate but two leading childcare corporate groups.

Through Phillip's guidance and expert negotiations during the negotiation period over several months with two interested parties John was able gain a selling price that far exceeded his expectations.



**Call Phillip Malek today for a confidential discussion about selling your centre and exceeding your expectations on 0423 754 855.**

## WANT TO SELL YOUR CENTRE?

Talk to Phillip Malek today for a confidential discussion about selling your centre and exceeding your expectations.



*It's my first hand understanding of the industry that allows me to connect with our clients, big and small. I've been there first hand, been involved in the day to day running of centres and have dealt with the overall challenges from multiple sides of the fence. In a nut shell this is what allows me to see the bigger picture and assist our clients in reaching their overall child care objectives.*

**PHILLIP MALEK, MANAGING DIRECTOR / BROKER**

AREAS OF EXPERTISE: Sales & Negotiation, Advocacy, Business Structuring, Centre Development, Property, Location Sourcing.

**0423 754 855 [phillip@childcareconcepts.com.au](mailto:phillip@childcareconcepts.com.au)**



*I understand the level of professional and personal investment that goes into owning and operating child care centres and it is this understanding that drives me to ensure that our customer's experience when either purchasing or selling a centre, is as smooth and stress free as possible. I like to provide the tools that you need to make informed, smooth child care business decisions that bring you the outcomes you deserve.*

**AMBER BERNAUER, SALES/BUSINESS DEV. MANAGER**

AREAS OF EXPERTISE: Property Law, Sales & Negotiation, Business Structuring, Centre Development, Property, Location Sourcing.

**0423 965 575 [amber@childcareconcepts.com.au](mailto:amber@childcareconcepts.com.au)**



# CHILDCARE CENTRE SALES

childcare  
concepts



Childcare brokers  
with **real industry  
experience** working  
for you!

*Ask us about*

- ✓ Our free centre appraisals
- ✓ How we can exceed your asking price
- ✓ Our latest listings including freehold, leasehold and greenfield sites
- ✓ Location sourcing and development approvals
- ✓ Our extensive purchaser networks and marketing campaigns
- ✓ Regular *Childcare Business Matters* Workshops.

Principal: Phillip Malek

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