

MESSAGE TO COMPETITORS

I have three messages: One, this is not life and death. If you want to form a creative alliance that can benefit us both, we're open. Just call.

Second, if you are working for a competitor and you are sick and fed up and disgruntled and want a better place to work, let us know. Maybe we can, maybe we can't, but we'll be honest with you. We're always looking for talent to work WITH, not ABOVE.

Third, if you own a small transcription company or typing service, we are always in the market to acquire your business for a fair price. Many people, of course, have no desire to pursue this and we understand.

I myself sold my first transcription company in July of 1999 and was quite pleased with the transaction. At the time, there were many factors that had contributed to my decision: My second child was born, I had a major spec screenplay that had just sold and I was exhausted from six-straight years of nothing but work and something had to go to make my life "sane" again and so I sold it.

When you sell a business you must sign a legally binding non-compete agreement which is usually in effect for 3-to-5 years. As with all things, there are pros and cons to selling.

THE PROS:

- You can focus more on personal goals.
- You have more time in your life for family.
- You can earn another income on top of what you sell for.
- You can take a break from the rat race.

THE CONS:

- When you sell, the asset is eventually gone.
- You have to guard against malaise and isolation on a personal level.

One of the primary reasons I came back to the business was for the challenge of it all. Building something from scratch all over again is not easy.

But I missed the business relationships, the clients, the challenge of marketing and the fun of conventions and conferences. I especially missed the enjoyment of the Showest convention in Las Vegas, AFM, and the Screenwriters expo. We had great success at all three of these conventions.

So if you by any chance, gauge yourself to be in this place, by all means, give me a call or shoot me an email and I will respond personally.
Jeff@TranscriptionStudio.com.

Sincerely,

Jeff Zedlar, CEO

