

# The Full Sale

Case Study: Gardners Insurance Services



**For many vendors a sale is an all or nothing process, but we are keen to separate out ownership of the business from employment, and many vendors have stayed post sale to run the business going forward.**

**Paul Goldsmith – Managing Director  
Gardners Insurance Services**

*“When I came to sell my business my rationale was clear, the business had reached a stage where growing it further was going to be difficult and I did not want to borrow money to make acquisitions.*

*Being an owner driver can be a tiring process and I was clear with the team at CCV that they could have two years hand over and then I would be off back into the corporate world. Here I am four years later and further away from leaving the business than ever.*

*CCV helped me put together a plan for organic growth in my business and took away the IT, HR and compliance headaches that had been preventing me from spending more time with clients and staff.*

*The success of my business gave CCV the confidence that I could manage and grow a bigger business. As a result we merged my business into another local CCV broker and I became the Managing Director of the combined team.*

*Since joining CCV we have moved to new offices, upgraded our computer systems and merged with another local broker. More recently CCV have found us 3 acquisitions and a number of new Account Executives to join our growing business.*

*When I sold to CCV it was partly to enable me to go in search of a challenging role where I could grow a business. What's been great is that I've found that within CCV.”*



**Paul Goldsmith | Managing Director  
Gardners Insurance Services**