



**SAM CHANG**  
Managing Director, Virginia, DC, S. Maryland



**A NEUMANN & ASSOCIATES, LLC**  
Postal Box 500  
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#### **FOCUS**

- Client Needs – every client is unique; try to fully understand their needs to achieve their wants
- Valuations – an independent 3rd party “fair-market appraisal” for many different purposes – no obligation to sell – updates within 24 months
- M&A Advisory – from valuation to marketing to due diligence to closing, we help business owners sell their business while maintaining complete confidentiality and maximizing financial return

#### **EDUCATION and EXPERIENCE**

- BSBA, International Business – Boston University
- Professional Development Program – Georgetown University
- Minority Executive Program – University of Virginia Darden School of Business
- YEO Entrepreneurial Program – Stanford Graduate School of Business
- Birthing of Giants – Massachusetts Institute of Technology EF / Inc. Magazine / YEO
- A cofounder and 20 year operator of a corporate logo apparel business that had an initial four year growth rate of 876%; key vendor to the largest printed apparel company in the USA

#### **WHAT OUR CLIENTS CAN EXPECT**

- Professional Approach – over 3 decades experience and nationwide network
- Confidentiality – maintained and preserved at every step of the process
- Efficient Marketing – pinpoint execution maximizes exposure
- Qualified Buyers – pre qualification process ensures no wasted effort
- Cost-Efficiency – no retainer or consultation fees thus limits seller risk
- Success – 85% of viable businesses sold within 12 months of engagement

#### **PROFESSIONAL MEMBERSHIPS and LICENSES**

- Series 7 and 68 license (inactive)
- Massachusetts Real Estate License (inactive)
- Currently obtaining VA, MD, and DC real estate license
- Board of Directors, Member, EO-DC (inactive)

#### **ACTIVITIES**

- Past board member / committee chair of several non-profit organizations
- All sports: hiking, basketball, scuba diving, golf, tennis, working out, skiing, sailing
- Music and Traveling
- Family Time