



Pointe - Acquisition “Testimonials”

Timberland Pest Control - Spokane, Washington

In the winter of 2008 I had the opportunity to meet Jacob Borg and become familiar with his company, Pointe Pest Control. I had been in business for 3 years with my own company, Timberland Pest Control in Spokane Valley. In addition, I had previously worked for Terminix and decided to branch out and start my own company. Jacob and I would pass each other on the street and wave and occasionally stop and chat about the industry, the area, and our families. I quickly learned that Jacob's experience in the industry was extensive and that he was very accomplished at building a strong business.

Late that year I had the opportunity to take an account management job in the healthcare industry which is something I was very interested in. Because of the relationship that Jacob and I had formed I approached him about the possibility of acquiring my customers and my routes. I had a good mix of commercial and residential accounts despite being a relatively young company. Jacob and I worked over the next couple of weeks on a transition plan that included: ride alongs with his team, formal communications to my customers, and several meetings at his office to discuss the price and timing of the customer acquisitions. It was a great experience. Like any merger or acquisition there are points to be negotiated and discussed, but Jacob's personality and ethics made this a very pleasant experience. We arrived on mutually agreeable terms and had papers drawn up memorializing the transfer of customer contracts. We even built in terms that gave me upside on the percentage of customers that stayed through the transition at the end of the year so that we both had a stake in making this a successful venture.

After the transaction took place we stayed in touch and I occasionally helped with particular clients and any concerns that came up. To this day we are friends on Facebook and in life. I follow Jacob and his team despite having relocated to Minnesota. He is great at using social media and even the local media to promote his business. I'm happy to make myself available to anyone interested in transitioning their book of business to Jacob. I found him very fair and honest in his dealings with me.

Sincerely,

Jason Robisch

Ron's Pest Control - Coeur d'Alene, Idaho

I met Jacob Borg at Pointe when we were both competing for the same Carpenter Ant Job. He was just getting his business started and I had been doing Pest Control for the better part of my life. I was almost 60 years old and my dad who lived in Texas was ill. I contacted Jacob about his interest in purchasing my business and we met a number of times over a two to three week period. We outlined a plan for me to transition out of the business after a two month transition period. Jacob was creative in how he structured the purchase of my business to ensure a high retention rate of recurring customers and to give me a fair amount for the business I had built. Jacob and his technicians were very professional and had a genuine interest in taking care of the people I had been servicing which was super important.

-Ron Hardin

Enviro Pro Pest Solutions Professionals - Spokane, Washington

Prior to any discussion of the sale of my business, Jacob Borg, owner of Pointe Pest Control and I had a number of very positive interactions. We were both members of some of the same professional development organizations as well as periodically running into one another in the field. We became good acquaintances before we ever talked about an acquisition. It was this foundation that established trust and confidence in Jacob personally, and with the quality team that he had been organizing at Pointe Pest Control.

The decision to sell my business was difficult for many reasons. I was unsure what the business was even worth. I wanted to be certain that my current customers were being taken care of in the same way that I took care of them. I needed to know that I was dealing with an honest broker. Jacob was patient, understanding and fair.

During the negotiations, he suggested things to me that were of value that I had not thought of, even if it was not to his benefit to do so. I walked away from the deal feeling like it was a great move for me and my family. I was also offered a wonderful position with Pointe Pest Control that allowed me to continue to use my pest control knowledge, skills and experience to benefit my customers, my new co-workers and my family. Throughout this process, I have continued to grow personally and professionally and it feels great!

I am very thankful.

-Raymond Vanderlouw

Family 1st Pest Control - Spokane Valley, Washington

I have been involved in pest control for over 5 years now. I have done everything from selling door-to-door, servicing homes, and owning my own business. I will tell you that Pointe Pest Control is a professional class act.

I sold my business to Pointe in November of 2013 after much praying and deliberating. It was a very difficult decision for me obviously. But the transition was amazing. I was even asked by a customer I was in the middle of servicing "So I get a more thorough service then before? I don't have to pay any extra do I?" He was very pleased with the Pointe Pest Control Service.

The owner, Jacob Borg, had me service in my company's uniform while Doug, their experienced technician, was equipped in a Pointe uniform. This was to be sensitive to the customer being transitioned. Doug was the best person to help me with the process. He has been in the pest control industry for a long time and is very, very knowledgeable, Pointe is lucky to have him on their team and he takes pride in being one of their leaders!

Jacob offered me a few different job opportunities within his company. I eventually took on the position of a seasonal technician from May through the end of September. It has been a terrific place to work. Everyone is extremely professional. My manager, Greg, is willing to work around my schedule. My family is most important to me, which often means scheduling conflicts. All along the company and Greg helped me and encouraged me, more than most any workplace would be willing to do.

I applaud Jacob and Pointe Pest Control for being who they are. If you are looking for a pest control service, without hesitation I will tell you to call Pointe. If you are looking for a career in this industry, they will find a spot for you to excel. Clearly they have something great going and I am thankful that I have been a part of it. No regrets, Pointe Pest Control, you guys rock!

-Nick Kuespert