

Why Smart People Buy Businesses Instead of Building Them

One Page. The Case in Plain English.

CoreyParchman.com | Don't Build It — Buy It

Startups get all the press. But the math has always favored buying.

Every year, thousands of smart, ambitious people pour their savings — and years of their lives — into starting businesses from scratch. Most of them fail. Not because they lack talent or drive. But because starting from zero is genuinely, statistically brutal.

Meanwhile, a quiet group of equally smart people takes a different path. They buy businesses that already work, own them for 5–10 years, and exit wealthy. No launch risk. No 'build an audience from scratch.' No praying for product-market fit.

The Numbers Don't Lie

90%	70%+
of startups fail within 10 years (Failory / SBA data)	of business acquisitions remain operating after 5 years
\$0	Day 1
in revenue on Day 1 of a startup	cash flow when you buy a profitable business
3–5 yrs	10%
average time before a startup turns profitable	typical down payment with SBA 7(a) financing

The 5 Reasons Buyers Win

1. **Proven model.** The customers exist. The product works. The systems are in place. You are not guessing.

2. **Immediate cash flow.** Day one, the business generates revenue. You are buying income, not an idea.
3. **Seller financing and SBA loans.** You can often acquire a \$1M+ business with 10% down. Try raising that for a startup.
4. **Motivated sellers.** The Silver Tsunami means millions of Boomer owners need to exit. You have negotiating leverage.
5. **Your skills multiply, not start over.** Operators, managers, and executives bring skills that instantly improve an acquired business.

"Don't build it. Buy it. The business already exists. The cash flow already exists. You just need to get to the table." — Corey Parchman

Who This Is For

- Corporate executives and operators who want to own their future
- Former athletes who built world-class competitive skills
- Anyone who has tried — or considered — starting a business from scratch
- Investors who want cash-flowing assets, not lottery tickets

Get the full playbook: Don't Build It — Buy It by Corey Parchman Book a free Discovery Call at CoreyParchman.com