

## CHEMI PHARMACEUTICAL

Case Study: Selling a small business with confidence



### BACKGROUND

Emil Stavrikov and his wife built and ran Chemi Pharmaceutical for 18 years. They performed analytical laboratory testing and consulting services for the cosmetic, pharmaceutical, and veterinary industries. They also conducted chemical cannabis laboratory testing for Canada's various cannabis programs.

### CHALLENGE

When the time came to sell the business, Emil experienced great frustration with lawyers he brought on to help. He went through 10 lawyers, none of them working – either they were more expensive than they had said, or they became unresponsive.

### OBJECTIVE

Emil needed a lawyer who was affordable, transparent, and responsive to help complete the sale of his business. Being one of the most important transactions of his life, he needed to work with a lawyer and firm who he knew he could trust. Emil needed the peace of mind that the job was going to get done properly, and with his best interests in mind.

### SOLUTION

After finding CEO Law and working with Robert MacLellan, Emil was thrilled with the honesty, professionalism and fees. Robert was a 30 year lawyer with big law experience and an understanding of small business. He'd done hundreds of similar transactions in the past and made Emil very comfortable that the job was going to be done right.

### RESULTS

With the help of Robert, Emil completed the sale of his business. With a plan to enjoy life, renovate a house, and see what else comes along, Emil stays busy. He has used CEO Law's services multiple times since for other projects. When asked if he would recommend CEO Law to colleagues his response is a resounding "yes, 100% even 200%!"



*I received high quality professional help at a reasonable price.*

#### **Emil Stavrikov**

Founder, Chemi  
Pharmaceutical