

HOSTED BY

Cedar City SBDC
Southern Utah University



BUSINESS

Pillar To Post Home Inspection

OWNERS

Aaron & Jeanne Bell

NATURE OF BUSINESS

Home Inspections

CITY

Cedar City

COUNTY

Iron

PHONE

(435) 867-6400

WEBSITE

www.pillartopost.com/aaronbell

BUSINESS STRUCTURE

S Corp

DATE FOUNDED

September 2015

EMPLOYEES

2

SBDC BUSINESS ADVISOR

Joni Anderson
Craig Isom



When Aaron and Jeanne Bell decided to move from Colorado to Cedar City in 2015, they knew they wanted to own their own business. The perfect opportunity arose when a local franchise, Pillar to Post Home Inspections, went up for sale. With a background in commercial and residential property management along with both Business Management and Business Administration degrees, Aaron felt that the home inspection business was a great match for his skills and experience.

The Pillar to Post Home Inspection franchise has been in Southern Utah since 2003. All Pillar to Post inspectors are members of their local business associations and are trained, certified and insured. The Pillar to Post system uses state of the art training and on-site report generation, providing complete and immediate customer satisfaction. Home inspections are an important part of the home buying process as they provide home owners with information pertaining to repairs and maintenance their home may need. Aaron knows and understands the importance and value of a thorough home inspection.

Aaron reached out to the SUU Small Business Development Center (SBDC) in the summer of 2015 for assistance with the business valuation and business planning process. Over a three-month period, Aaron worked closely with Joni Anderson of the SUU SBDC doing multiple revisions of financial projections, a marketing plan and a business plan. Aaron also worked with Craig Isom of the SUU SBDC, who helped him understand the negotiation process and walked him through the possible outcomes of the different options and how to proceed with negotiations. Aaron officially took over the franchise on September 26, 2015.

Secret to Success

"I really feel that the secret to my success was being in the right place at the right time. But more importantly, being surrounded by the right people to help me along the way."

- Aaron Bell

"I contacted the SBDC during the process of making the initial offer to the sellers of the business. I honestly feel that I would not have been successful in purchasing the business if it wasn't for Craig and Joni at the SBDC."

- Aaron Bell

Aaron Bell and Joni Anderson continue to meet regularly to review progress and compare actual results to the projections they created last summer. Aaron plans to continue to utilize the resources provided by the Cedar City Small Business Development Center as business continues to grow.