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## **Murphy Business Canada Unveils Aggressive National Expansion Plan**

### **Seasoned Team of Canadian Business Executives Puts Strategy in Place to Meet Pent-Up Demand for Skilled Intermediaries**

**TORONTO, Ont.** – North America’s surging business brokerage company announced today its plan to establish a nationwide network of offices that will significantly raise the quality of services available to sellers and buyers of businesses across the country. Leveraging the successes of four Ontario offices, Toronto-based [Murphy Business Canada](#) is implementing a strategic franchise initiative that positions the company to serve entrepreneurs in every province, territory and major city.

“For too long Canada’s entrepreneurs have faced the journey alone or with underperforming solutions,” said Hubert Kelly, president of Murphy Business Canada. “We want to give the country’s buyers and sellers of businesses of all sizes a level of service it has never seen before.”

Word of the ambitious growth comes just a little more than two years after launching operations in Toronto. Kelly and his three founding partners purchased the rights to Murphy Business Canada in 2009 from U.S.-based Murphy Business & Financial Corporation, which has more than 120 brokerage offices. The Canadian team quickly set up operations in Toronto and Ottawa, facilitating a series of deals during the past two years and establishing a rock solid reputation as the go to broker partners.

“Given the momentum we’ve created, we’re thinking big and bold,” added Kelly, who previously served as president and CEO of a leading technology company with annual revenue of more than \$600 Million, 800 employees and 40 locations in Canada.

Kelly projects more than 50 Murphy Business Canada offices dotting the map in the next four to five years.

A closing ratio higher than the industry average along with Murphy Business Canada’s leadership team, which has a proven track record of creating winning enterprises, offers validation for the robust business plan. The high-powered executives guiding the growth with Kelly include:

- **Gordon Schofield** – A seasoned IT executive who has held senior management roles with IBM, StorageTek, Merisel and Ingram Micro. As President of Ingram Micro Canada he lead a team of over 1,000 associates delivering annual revenue growth of over \$1.1 Billion during a 4 year period.
- **John Kelly** – Recently served as CEO of Clearford Industries, John is a past winner of the *Ottawa Business Journal's* “Most Respected CEO.” He earned the honor as CEO of Ottawa’s Jet Form Corporation.
- **Debbie Weinstein** – A founding partner of LaBarge Weinstein, a business law firm, Debbie has taken the lead counsel role in over 100 transactions including the sale of companies to Cisco, Microsoft, RIM, Lucent, Sun, PMC-Sierra and Alcatel. She has also sat on many public company boards and has been recognized by *The Best Lawyers in Canada*.

“We are attracting like-minded entrepreneurs,” noted Schofield. “Individuals like us who come from highly-regarded positions in the corporate world, as well as former business owners. This is a franchise opportunity for them to leverage their professional skills.”

Murphy Business Canada is a full-service business brokerage firm facilitating business sales, purchases, consulting, valuations, mergers and acquisitions. Murphy Business Canada franchisees benefit from the concept’s breadth of services, the personal attention provided, and the training received as they get started and in the years that follow. Plus, complete back office operations and marketing support systems are in place so that brokers can spend more of their time with clients.

Murphy Business Canada offers a low overhead opportunity with tremendous work-life flexibility as well as scalability. The model allows a franchisee the option of operating as a home-based business or growing an office by adding a team of agents. Franchise fees range from \$45,000 CAD to \$63,000 CAD depending on territory size.

### **About Murphy Business Canada**

Toronto-based Murphy Business Canada is the Canadian master franchisee for Murphy Business & Financial Corporation. The company’s franchise offices offer full-service business brokerage services that facilitate business sales, purchases, consulting, valuations, mergers and acquisitions. Closing deals at a higher ratio than the business brokerage industry average, several accolades have been bestowed upon the company including appearing as one of the “Top New Franchises” in *Entrepreneur's* 2011 rankings (#9, #219 in the *Entrepreneur* “Franchise 500”), and as a “Top 50 Franchise” according to *Franchise Business Review*. For more information on the franchise opportunity, contact Hubert Kelly at [info@murphybusiness.ca](mailto:info@murphybusiness.ca), call (416) 646-4920, or visit [www.murphybusiness.com/canada](http://www.murphybusiness.com/canada) and click on the “[Own a Murphy Franchise](#)” tab.