



“We need people to take over ownership from one generation to the next of these businesses that sustain our community.”

Kim Wright



Passing the Torch: A Seamless Sale for Electrical Accessories Unlimited

By Guinevere Lorenz

When it comes to selling a family-owned business, trust, timing, and the right guide can make all the difference. For the owners of Electrical Accessories Unlimited (EAU), that trusted guide was business broker Kim Wright—a name that has quickly become synonymous with professionalism, precision, and care in the world of business transitions.

Confidentiality was crucial, and Kim handled it with care and integrity. Thanks to her discretion, key employees remained unaware of the transition until the deal was finalized—an outcome that protected both morale and operations. “She brought us several serious, qualified buyers,” the sellers added, “and ultimately connected us with John and Steve, who felt like the right fit from the start.”

market tax credits are helping us keep operations—and jobs—here in St. Louis,” John noted.

In the end, the sale of Electrical Accessories Unlimited was about more than just numbers—it was about legacy, alignment, and lasting relationships. Kim Wright didn’t just broker a sale; she facilitated a new chapter, leaving a powerful impression as a trusted leader in St. Louis’s business community. 📍

“Kim and her team engaged in deep, strategic discussions that helped elevate the appeal of our business.”

The journey began with a referral from a banker, leading to a thoughtful, 1.5-year preparation phase to ready EAU for the market. From day one,

Kim brought not just her market expertise, but a true sense of partnership to the process. “Kim and her team engaged in deep, strategic discussions that helped elevate the appeal of our business,” the sellers shared. “Over time, she began to feel like part of the family.”

Kim’s personalized approach stood out—she didn’t just learn the numbers, she got to know the people behind the business. Her ability to hold space for both the emotional and financial stakes of a sale was invaluable. The sellers recalled many late nights and long talks where Kim took time to understand their dreams for the future, ensuring the sale honored the legacy they’d built.

For buyers John and Steve, discovering EAU’s listing was a stroke of luck—but working with Kim made it a dream come true. “She was responsive, genuine, and committed to getting the deal done right,” they said. Kim ensured their vision aligned with the values of the business, crafting a deal structure that worked for both parties. Weekly check-ins, clear communication, and her steady presence gave everyone confidence, even during the most complex parts of the due diligence process.

Kim also credits the behind-the-scenes support from Fusion Advantage, noting, “Wade Ellis played a key role in helping everything come together smoothly. His support, though often behind the curtain, was instrumental in getting this deal across the finish line.”

Now, with the keys handed over and the future of EAU shining bright, both parties are feeling optimistic. The sellers are proud to see the business in capable hands, and the buyers are eager to build on its strong foundation. “Community new



For business sales or purchases, contact:

WWW.FUSIONADVANTAGE.COM

Kim Wright

Fusion Business Broker
kwright@fusionadvantage.com
636.614.9975

