A close-up portrait of a man with short, dark, wavy hair and light blue eyes. He has a slight smile and is wearing a dark suit jacket over a light blue button-down shirt. His hands are clasped in front of him, and he is wearing a silver ring on his left ring finger.

Jeremy
Harbour

INVESTOR
AUTHOR
SPEAKER
BUSINESS MENTOR
THOUGHT PROVOKER
GLOBAL CITIZEN

**Innovating The Way Mergers &
Acquisitions Are Done**

www.jeremyharbour.com
[@harbour.jeremy](https://twitter.com/harbour.jeremy)

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Represented by
TGC Worldwide

Who Is Jeremy?

Building businesses is in Jeremy's blood, but several experiences poured fuel over the fire in his belly. First, it was the death of his 14-year-old brother when Jeremy was 10. The sudden loss gave him massive anxiety around his mortality. Ultimately, he channeled that fear into a determined drive to live to his fullest potential.

He saw school as a marketplace rather than a place to study. "I was that annoying kid at school always trying to sell you stuff," Harbour reflects. It wasn't long before he began running a market-stall on the weekends, selling watches and trinkets, which turned out to be his first trading experience. At 15, Jeremy left school to run his first business.

"I was that annoying kid at school always trying to sell you stuff."

In 1997, he owned a telecommunications company. Other companies were soliciting Jeremy, trying to acquire his business, and they all shared a commonality—they weren't going to give him any money upfront, but rather, would pay him through an earn-out. It occurred to Jeremy that he could buy a business himself without any money. When he did his first deal, it was a huge epiphany. He grew by a year's worth of sales in an afternoon without investing any of his money or borrowing from the bank. It was a distressed deal, and he basically bought the company for one dollar.

Now Jeremy is hooked on doing deals.

If it's a good deal, he'll pursue it. With investments in 12 countries, Jeremy has acquired businesses in telecommunications, health clubs, spas, a music school, IT support, training, business process outsourcing, cleaning, air conditioning, and a cooking school, to name a few. "I'm a bona fide deal junkie!" he says.

Fast-forward to now. Jeremy is a globally renowned expert in Mergers & Acquisitions and the founder of [Unity Group](#), a firm specializing in buying and selling businesses, as well as attracting

capital investments and creating opportunities for small- to medium-sized enterprises (SME) to scale.

"I'm a bona fide deal junkie!"

As his reputation grew, people began chasing Jeremy to work for them in some capacity so they could acquire companies for no money down, too. Though it's not in his nature to work for other people, being pursued by entrepreneurs gave Jeremy one of his best business ideas ever—in 2009, [The Harbour Club](#) was born.

The Harbour Club provides experiential training to entrepreneurs, along with real tactics for buying, fixing, and selling businesses. Savvy entrepreneurs can buy competitors or a different business instead of starting one, and do it without the need for capital, debt, or expensive advisors. It's a relatively obscure—but vital—niche of entrepreneurship, which makes it a game-changer in terms of personal wealth and satisfaction.

With more than 1000 active members, Harbour Club has become a change engine for good, helping entrepreneurs become great at wealth creation so they can be problem solvers in their communities.

"It's not about the money. It's my mission to democratize wealth."

Jeremy helps small- to medium-sized businesses unlock shareholder value and go public through a governance structure he created called [Agglomeration™](#). This trademarked structure allows small companies to own collectively and control a fully-reporting public company and gain access the capital markets. "It's not about the money. It's my mission to democratize wealth," he states.

Here are just a few highlights of what Jeremy has worked on in the past decade:

- 1000 active delegates are now members of The Harbour Club
- 200+ deals done through The Harbour Club
- 100 deals done through Unity Group
- 30 reverse mergers
- 12 countries with his personal investments
- 2 IPOs

Jeremy speaks worldwide on the 14 acquisition deal structures that allow you to buy and sell businesses. His commentary has been featured in the UK in *The Sunday Times*, *Financial Times*, and numerous other publications, as well as appearing on *The Money Channel*. Additionally, Jeremy has been a three-time runner-up Coutts Entrepreneur of the Year in the UK, provided mentoring to The Prince's Trust, and has been invited to Buckingham Palace and The British Houses of Parliament to advise on matters of business and enterprise.

Why Do People Want to Hear What Jeremy Has to Say?

He's honest. He's passionate. He doesn't tell you what you want to hear—he tells you what you need to hear. He knows that when wealth creation is attached to the people making the business, rather than the already wealthy for no reason, equalization becomes possible. Wealthy entrepreneurs can solve even the most significant problems, unlike struggling entrepreneurs. Wealth should not be exclusive. Participation in good business creates jobs and that should be rewarded. This concept gets Jeremy out of bed in the morning. He's living proof of what he preaches.

Hot Topics

TRENDING

- How Covid-19 Has Changed the Way People Buy & Sell Businesses and How To Profit From It
- The 5 Lessons Gen X, Y, Z Must Learn Now in Order to Survive the Impending Depression

POLITICAL

- The Real Reason Neither Liberals nor Conservatives Can Fix the U.S. Wealth Gap
- How Wealth Becomes Democratized and What It Means for the Middle Class

GENERATIONAL

- How to Take Advantage of the \$68 Trillion Wealth Transfer from Baby Boomers in the Coming Years

BUSINESS ADVICE

- The Art of Deal Making and How Mastering It Creates Unlimited Wealth
- Top 5 Worst Business Advice Tips Costing You More Than Time & Money

TOPICAL

- Getting a Hold of Money During a Business Crisis

SHOCKING

- Why You Should Never Buy a Business That Is for Sale

SCAMS

- Why "Gurus" That Tell You to Be an Entrepreneur Are Giving You Bad Advice

SEXY

- Who Wins the Battle to Fix the Global Economy: James Bond or Robin Hood?

The Harbour Library

"Brilliant, Inspirational and actionable from one who serves small businesses"

"Breath of Fresh Air"

"Clear insights on the process to select a company to buy"

"Worth the money"

"I listened to the Audio 1st then Bought the Book"

"GREAT READ"

"This is a stunning book"

"Excellent and thought provoking read"

"A behind-the-scenes look at entrepreneurship"



"Entrepreneurs don't make money running businesses."

True wealth creation comes from doing deals. *GO DO DEALS* provides you with a practical method to source and buy companies without having capital and without borrowing lots of money.

If you're ready to make the shift from customer revenue to shareholder value creation, this book shows you how to:

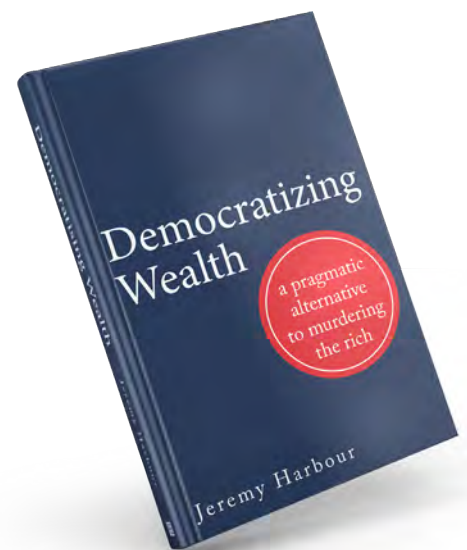
- Bypass the brokers and find businesses that are NOT for sale
- Find, approach, and have positive conversations with potential sellers
- Structure deals so that you do not need cash up front
- Choose the right deals and avoid buying yourself a job
- Know the best time to exit or sell your business.

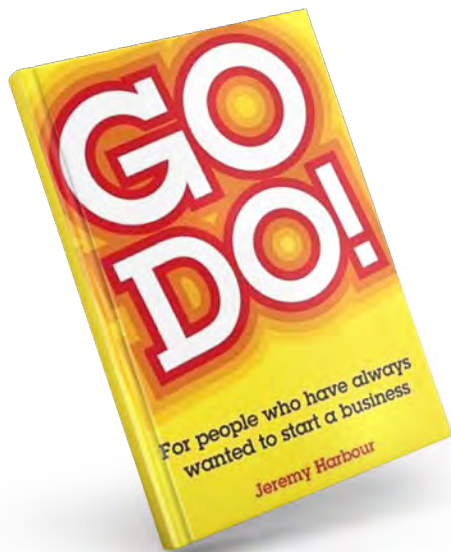
"There is a movement coming, centered on new ways to create wealth and use it for the good of others."

This book shows you why demonizing the rich won't solve the wealth inequality issues. Of course, successful entrepreneurs create wealth for themselves, but they also employ people, create and buy businesses, and help others create wealth for themselves.

In Part One, you'll learn where all the money in the world is—where it's stuck, and why it's not easy to move it. You'll learn about the crunch point - the baby boomers are retiring and trickle-down economics has failed. This is a critical time in commercial history. Find out why baby boomers can't sell their business and learn the solution.

In Part Two, you'll discover how with some creative thinking we can move trillions of dollars back into the real economy, and how you can be part of the next wave of the democratic, meritocratic wealthy.





“For people who have always wanted to start a business.”

If you've ever dreamed of starting your own business, this book will give you the information, inspiration, and reassurance you need to get started. It encourages budding entrepreneurs to take the leap into the dark while shining a bright light on the first six months of a successful start-up. It breaks down what appears to be an Everest-size challenge into a series of small hills for you to conquer.

GO DO! argues that the skills and tactics of successful entrepreneurship can't be learned except by doing. This book offers guidance and gives you the confidence you need to just GO DO it!

“In a world obsessed over big multinational corporations and the ‘unicorn’ startups, real small businesses, led by talented entrepreneurs, have been allowed to starve.”

Co-written with the author of *Progressive Partnerships*, Callum Laing, this revolutionary book debunks the myths around entrepreneurship and proposes a disruptive new collaborative model for rapidly growing small-to medium-sized enterprises (SMEs).

This book delivers a revolutionary new model, [Agglomeration™](#), to democratise wealth. An Agglomeration™ combines the best parts of a traditional M&A roll-up with the benefits of an IPO.

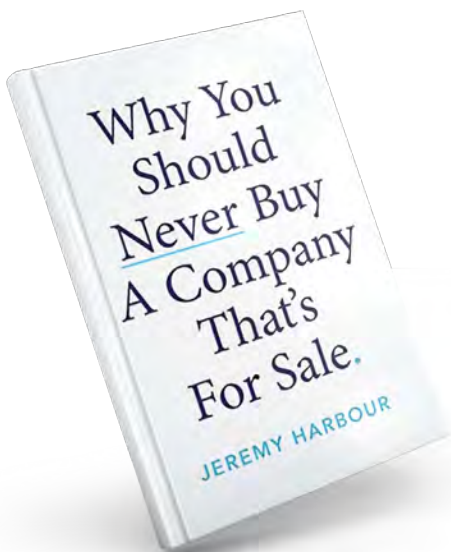
The goal of this book is to empower talented entrepreneurs through Agglomeration™, giving you the tools to succeed and increasing the potential for entrepreneurial wealth to grow and create value; ultimately changing the world for the better.



“Buying and selling companies is a core component of taking the entrepreneurial experience to the next level.”

Any massively successful entrepreneur grew by acquisition or created wealth through an exit strategy of some sort, either through a sale, like Elon Musk or Richard Branson, or an initial public offering (an IPO), like Bill Gates or Mark Zuckerberg.

This book inspires you to climb onto next rung on the entrepreneurial ladder, to go do deals, and challenge some conventional wisdom about how it's done.



In The Media



The
Telegraph

THE SUNDAY TIMES

Watford
Observer

Men'sHealth

Entrepreneur



Prince's Trust

Bloomberg

Forbes

Now Is The Perfect Time To Buy A Business. Here's Why.

Forbes, (Feb 19, 2019)

According to the [U.S. Small Business Administration](#), small businesses have an oversized impact on the economy. In the United States alone, they employ more than 47 percent of the private workforce and more than 58 million people. A recent survey by [Guidant Financial](#) found that 54 percent of small businesses are owned by baby boomers, the generation born between 1946 and 1964.

[READ MORE](#)

Jeremy Harbour on Why Small Businesses are a Trillion-Dollar Opportunity (and How You Can Capitalize on It)

Entrepreneur, (January 28, 2019)

What was a defining moment early in your life?

Jeremy Harbour: I've always been entrepreneurial; I was the annoying kid at school trying to sell you stuff. But several experiences really poured fuel over the fire in my belly. The first was the death of my 14-year-old brother when I was 10, which gave me massive anxiety around my own mortality. Ultimately, I channeled that into a drive to be all I could be. I started a business that year and left school to pursue it when I was 15.

[READ MORE](#)

"THE GLOBAL ECONOMY IS BROKEN." JEREMY HARBOUR

Augustman, (January 5, 2017)

[Jeremy Harbour](#) epitomizes the oft-quoted start-up mantra "Fail fast, fail often". When he was 15, he dropped out of school. At the age of 18, he owned a fast food takeaway joint and an amusement arcade, both of which failed "spectacularly". But the key, Harbour emphasises, is to be able to fall flat on your face, stand up, dust yourself off and not repeat that mistake again.

[READ MORE](#)

Press Releases

DGAP-Adhoc: MBH Corporation plc: Board of Directors Announcement

Bloomberg, (29 May 2020)

Allan Presland, non-executive Chairman of the Board of Directors of MBH Corporation, will today be stepping down from this role. Allan Presland will remain closely associated with the company as a shareholder and as Managing Director of the MBH portfolio company Parenta, continuing to support the expansion of the education vertical within MBH. Allan Presland has been a member of the Board of Directors since the acquisition of Parenta by MBH in July 2018.

[READ MORE](#)

DGAP-News: MBH Corporation PLC to issue dividend of EUR 0.5 cents per share after net profit almost tripled in 2019

Bloomberg, (29 May 2020)

The Directors of MBH Corporation PLC ("MBH"), a diversified investment holding company, are pleased to release the annual report for the year ended 31 December 2019 today highlighting the success of the Company's growth and diversification strategy. With this publication, MBH confirms the preliminary figures released end of April. The Company achieved a sales growth of 306% to GBP 50.8 million (2018: GBP 12.5 million) and a net profit of GBP 3.6 million—an increase of 190% compared to the previous year (2018: GBP 1.3 million).

[READ MORE](#)





MBH Corporation pays first dividend as profits jump 190%

Proactive Investors UK, (29 May 2020)

The businesses within MBH recorded growth in earnings in the first quarter when compared to the same quarter in 2019. [MBH Corporation Plc](#) (ETR:M8H), the Frankfurt-listed investment company, has paid its first dividend after net profits jumped by 190% in 2019. The business, which takes stakes in small and medium-sized enterprises, also reported a 306% rise in revenues to £50.8m driven both by new investments and established portfolio companies, it said. After-tax profits were £3.6m, said MBH, with organic profit growth of 19% from businesses that were part of the portfolio at the start of 2019. That portfolio now comprises ten companies though this is likely to grow further in the current year, it said.

[READ MORE](#)

Social Media

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Worldwide