



Arkansas Small Business Development Center

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Client Success Story

Arkansas Small Business Development Center
University of Arkansas - Fort Smith



Hays Auto Collision Repair, Inc.
Hank and Cindy Hays

Early retirement to beach front property was just not in Hank and Cindy Hays' plans. After a career in the military and serving as the CFO of a private company, the Hays' decided to purchase a business. They knew the risks and rewards associated with business ownership. They also knew a good value when they saw one. So when the opportunity to purchase Duvall's Auto Collision Repair came available, they knew it was worth taking a close look.

Mr. Hays contacted Vonelle Vanzant at the UA Fort Smith Small Business Development Center for assistance in determining the fairness of the asking price. Working together, they analyzed the seller's information, discussed the Hays' goals for the business and looked at financing options. With the asking price in range and a realistic opportunity to build upon the company's already successful twenty-eight year history, financing was secured through Bank of the Ozarks. The Hays' officially had their own key on April 6, 2006. Both Hank and Cindy enjoy making their new business their own, and invite all to give them a try. The Hays' said of their experience with the SBDC, "We so appreciated Vonelle's ability and objectivity. She was able to give us the confirmation we needed that the business was fairly priced and the confidence to pursue our dream."