



## **Second Squared Newsletter**

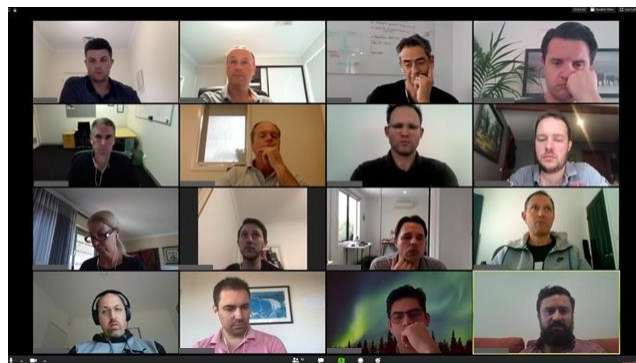
### **May 2020**

Well, no one really expected the first quarter of a new decade to start the way it has. There really is nothing like a global pandemic to shake things up and remind us that change is indeed constant.

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#### **Australian Search Community**

We have been in regular contact with Searchers past, present and future in Australia during this time. Whether 1:1 or group calls, it is important to remain connected as a community and to ensure that we keep our energy levels topped up and alert to opportunity.



#### **The Question of Business Valuation in a post-Covid19 World**

A key question on the minds of many in our Search community is that of business valuations in a post-Covid19 economy. There are many variables that come to play in any valuation during “normal” times let alone the era we are now in. To address this Lui and Ak have written a set of 5 short posts on the topic that will be published online next week. One per day. We look forward to your feedback and comments on each post.

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## Update – Getting Search Ready Program goes on-line

Following the success of our two Getting Search Ready programs last year we had scheduled the program for early May 2020. But given isolation and lock-down, rather than postpone the program we are developing it as a series of on-line modules, to be launched in early June 2020.

Getting Search Ready is designed for those seeking clarity in Search Fund options. This program encompasses the first part of getting yourself ready to search for a business to acquire, develop a plan, and define parameters for search frameworks.

To register your interest in participating in the on-line program please contact [trish@secondsquared.space](mailto:trish@secondsquared.space)

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## Interns

In early February we commenced our second intake of interns. We have been working with three interns from Edith Cowan and Curtin Universities on a variety of marketing, finance, and economic/industry research projects, culminating in the publication of our Australia SME Sector Performance & Demographic Analysis – March 2020 Edition.

### A big “Thank you” to Aleksandra Kojoska, Kyle Wagner and Liam Lamont.

The enforced isolation required over the past 6+ weeks has changed the form of interactions with our interns but not their enthusiasm or ability to contribute. In coming weeks, the team will begin to focus on the concept of “permanent equity,” its growing popularity overseas and how it could apply to the Australian investment market.

## We’re in the market for...

We are currently on the look-out for a part-time business analyst/research assistant to work with us in Perth at Second Squared in areas relating to the concept of Acquisition Entrepreneurship and funding of SMEs in Australia.

If you know of anyone that may be interested in applying, please let us know or point them in the direction of this Placement Advertisement with further information [here](#).

Finally, stay safe and keep well as we jointly navigate the weeks ahead.

Regards,  
**Ak and Lui**

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