WYNN AND THE CIDER PRESS



FundOpsHQ

A story about an earn-out



This book belongs to



Wynn the sheep had run a cider press for twenty years. Now she wanted to sell it, and Isla the cat's fund wanted to buy.



But they could not agree on a price. Isla looked at what the press had earned in past years. Wynn looked at what it would earn next.



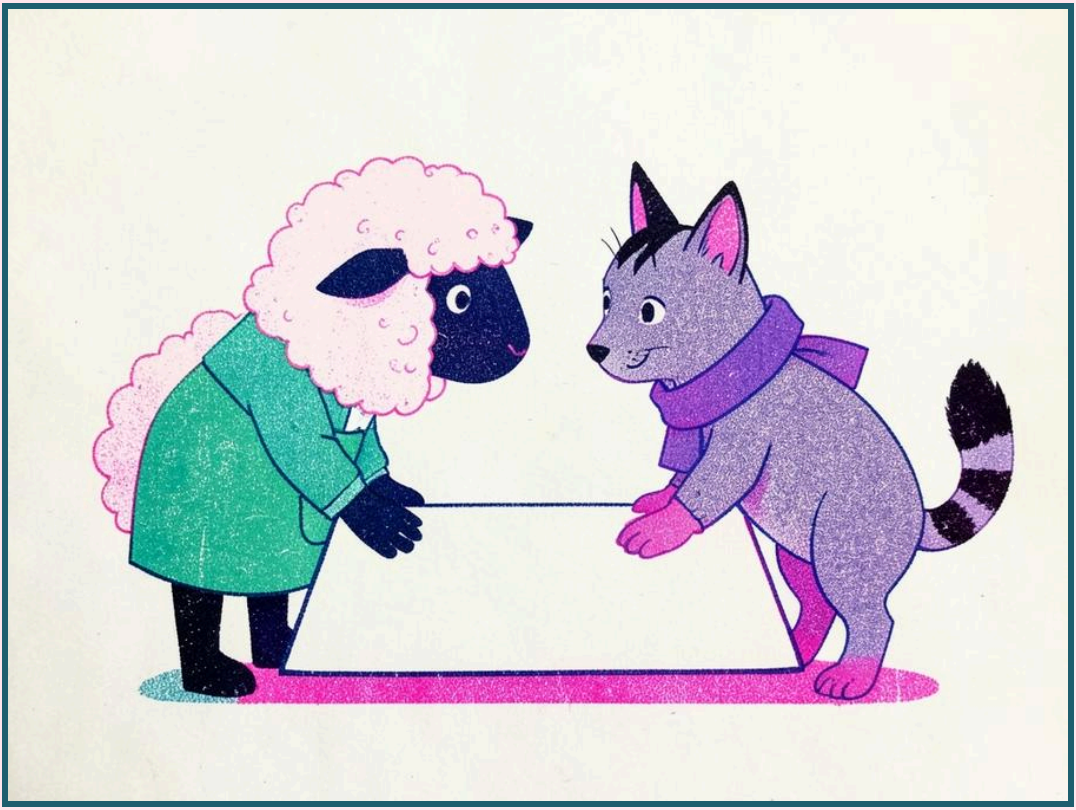
"Three new orchards will send me their apples," said Wynn. "The press will grow." Isla hoped so, but she could not be sure.



So they met in the middle. Isla would pay part of the price now. The rest would come later, but only if the press grew as Wynn said.



This is called an earn-out. Part of the price is earned by what the business does after the sale, often over three to five years.



They wrote down exactly what counted: how many barrels the press had to sell over three years. Clear rules now meant fewer arguments later.



Wynn stayed on to run the press, because nobody knew it better. Isla's fund paid for a shiny new apple crusher.



The first year went well. The new orchards sent their apples, and the barrels piled up.



Then came a dry summer. The apples were small and few, and the press sold far fewer barrels.



Wynn worried she would miss the target. But Isla wanted the press to grow too, so she came to help, and together they found new buyers in the harbour town.



In the third year the rain came back, and the trees were heavy with apples again.



At the end, they counted the barrels together. The press had passed its target, and Isla paid Wynn the rest of the price, gladly.



An earn-out lets a buyer and a seller meet in the middle. The seller is paid for the future she believed in if it comes true, and the buyer never pays for a future that doesn't.



A NOTE

The words in this book are real ones, explained simply. The animals and examples are made up, and real terms vary from fund to fund. It is not advice. The pictures were drawn with an AI image model and checked by hand.

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