

Armand Lagacé of Lagacé Connecting Link Inc.

Specialized services for a specialized profession

The most current and in-depth knowledge and understanding of the funeral profession is absolutely essential in providing funeral homes with proper representation, business evaluations and meaningful sales or financing consulting services. Armand Lagacé, of Lagacé Connecting Link Inc., is a funeral consultant who has solely devoted his time and services to funeral home operations since 1981. Lagacé offers a number of services to existing and prospective funeral home owners that include representation in the acquisition or sale of funeral homes, providing the most current professional evaluations of business value, consulting for business enhancement and recovery plus the structure of loan packages for securing the most favourable financing.

There is no substitute for working experience and accounting firms or legal counsel with one or two funeral home clients cannot provide the in-depth understanding a real funeral home owner requires. Only an industry professional dedicated to our industry has the contacts and experience required to immediately determine the current value of the business which is the first step when an owner is looking to establish an asking price for his business in a sale, determining a viable loan amount in a finance request or

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the financial structure required in a corporate ownership restructure. In many cases, a proper evaluation is required for a transition within the family. This allows for all parties to know that a fair value has been determined by an informed professional and all aspects of the transaction handled at an appropriate level of confidentiality.

After many years of service to one profession, Lagacé has evaluated hundreds of funeral home operations. He knows how to present the financial information in a clear and concise manner to potential buyers and/or financing sources. His life has been dedicated to this industry for the last 48 years. As new trends develop he is the first to become aware of changes and can save any firm a lot of time and frustration with sound advice given the current market conditions.



Armand Lagacé

Lagacé was born and raised in Montreal where, as previously mentioned, he has been servicing the funeral industry since 1960. In 1981, Lagacé began his work as a funeral consultant/agent starting his business Lagacé Connecting Link Inc., and now provides complete services, across Canada, to funeral directors in all provinces. A business approach that includes the highest level of professionalism in all transactions continues to serve Lagacé and Lagacé Connecting Link Inc. as the business thrives on referrals from previously satisfied clientele.

"Clients are coming to us because we have been providing excellent services through all these years," says Lagacé. "Most of our clientele today is from word-of-mouth referrals from clients we have worked with in the past."

Lagacé has a very positive outlook for the year 2008, predicting that the company will be doing more business than any previous year. With more funeral directors becoming aware of the services provided by Lagacé Connecting Link Inc., Lagacé has no doubt in his mind that this will be a record year, not only for his business, but the businesses of his clientele as well. ■

