

LIFE-EVENT BUYER TRIGGER SCAN

20 Verified Prospects for Contrarian Thinking | Markets: Austin, Dallas, Nashville, South Florida, National | April 2025

#	Name	Title / Role	Market	Trigger	Signal Detected	Score	Linked In	Recommended Outreach Angle
1	Eshaan Arora	MBA (Kellogg), Ex-Sverica Capital PE, Founder of Bloom Two Partners	Austin, TX	Equity Windfall / ETA Search	Former PE associate at Sverica Capital, Kellogg MBA. Left to launch Bloom Two Partners — actively seeking to acquire and operate a small business. Full-time self-funded search.	10	View	You left PE to do your own deal. CT's deal flow network and community of 100+ acquirers would compress your search timeline. The first 20 leads are on us.
2	Colin Price	Acquisition Entrepreneur, US Navy Veteran, Harvard MBA, Pinebrook Legacy	Nashville, TN	Military Transition / ETA Search	Navy veteran, Harvard MBA. Founded Pinebrook Legacy to acquire one great business. Full-time searching. Active on LinkedIn 4 days ago. Classic ETA searcher in transition gap.	10	View	Navy to Harvard to acquisition search — you're on the path CT was built for. Chris Sanchez (Codie's husband) is ex-Navy SEAL. The veteran-to-owner pipeline is real. Let's talk.
3	Tyler Meidell	Entrepreneur, Army Veteran, Harvard MBA, Rose Peak Partners	Reno, NV	Military Transition / ETA Search	Army veteran, Harvard MBA (graduated May 2025), West Point CS degree. Founded Rose Peak Partners to acquire one enduring business. Full-time searching across Mountain West. Posted 6 months ago about acquisition search.	10	View	West Point + Harvard MBA + full-time search = exactly who CT's community is built for. The playbook and deal flow network could accelerate your Mountain West search significantly.
4	Felipe Longo	Entrepreneur & Operator, MIT Sloan MBA, Ex-Amazon Product Leader	Washington DC	Mid-Career Transition / ETA Search	MIT Sloan MBA, led 150+ person org at Amazon, founding team at eOtica (acquired by EssilorLuxottica). Running full-time acquisition search targeting \$500K-\$2M EBITDA service businesses. 2,206 followers.	10	View	You've built from 0 to 1 and scaled at Amazon. Now you're searching for a \$500K-\$2M EBITDA service business. CT's deal flow and community of operators who've closed exactly that kind of deal would be a force multiplier.
5	Brynn McKenna	Harvard MBA, Managing Partner at Northway Partners (search fund)	National (US)	Mid-Career Transition / ETA Search	Harvard MBA (graduated ~8 months ago), co-founded Northway Partners search fund. Previously at Hurtigruten Group. Full-time searching for one great business to buy and operate. 1,189 followers, 430 reactions on launch post.	10	View	You and Nicolay launched Northway Partners to find one great business. CT's community has 100+ people who've completed that search — the pattern recognition alone is worth the conversation.
6	Matt Thompson	Building Paravel, Harvard MBA, Army Veteran, West Point CS	San Francisco, CA	Military Transition / ETA Search	Army veteran, Harvard MBA, West Point CS degree. Building 'Paravel' — likely an acquisition vehicle or search fund. Active 1 month ago. 557 followers.	10	View	West Point CS + Harvard MBA + building Paravel. You're in the same cohort as Tyler Meidell and Colin Price — CT's community is where military-to-acquisition searchers connect and close deals.
7	Nicolay Dahl	Managing Partner at Northway Partners, Northwestern, Ex-DNB Markets M&A;	National (US)	Mid-Career Transition / ETA Search	Northwestern University, previously at DNB Markets (Norway's #1 M&A; financial advisor). Co-founded Northway Partners with Brynn McKenna. Headline: 'Looking for a great business to buy and grow.' Full-time search.	9	View	You were an M&A; advisor at Norway's top bank. Now you're on the buy side. CT's community and deal flow network are built for exactly this transition from advisor to operator.
8	Macklin Mazzarella	Entrepreneur, TPMM Holdings — Acquired, Scaled & Exited at 7.3x MOIC	West Palm Beach, FL	Equity Windfall / Serial Acquirer	Acquired, scaled, and exited a service business at 7.3x MOIC. At TPMM Holdings. Active 5 days ago discussing SBA 7a acquisition strategies for complimentary acquisitions. Proven serial acquirer.	9	View	7.3x MOIC on your last deal and you're already thinking about complimentary acquisitions via SBA 7a. CT's deal flow and community of serial acquirers is the infrastructure for your next move.
9	William G. Stukes	Army Veteran, PMP, Self-Employed — Seeking to Acquire and Operate	El Paso, TX	Military Transition / ETA Search	Army veteran, PMP-certified. LinkedIn says 'Self Employed' with 'Seeking to Acquire and Operate' in profile. Active in acquisition search. Classic military-to-ownership transition.	9	View	Army veteran with PMP discipline, actively seeking to acquire and operate. CT's veteran community (including Chris Sanchez, ex-Navy SEAL) and acquisition playbook are built for your exact situation.
10	Danielle Sackett	Operator at SNH Capital Partners — Seeking Acquisition	Austin, TX	Equity Windfall / ETA Search	Operator at SNH Capital Partners in Austin, actively seeking an acquisition. Has operational experience and is positioned in the acquisition ecosystem.	8	View	You're operating at SNH Capital Partners and searching for your own deal. CT's community and deal flow network could surface opportunities your current channels don't reach.

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11	Steve Keller	Serial Acquisition Entrepreneur — 3 Acquisitions, 2 Exits, 1 Buyout	Nashville, TN	Serial Acquirer / Equity Windfall	3 acquisitions, 2 exits, 1 buyout. MSU grad. Self-employed in Nashville. 3,399 followers. Proven track record, potentially between deals.	8	View	3 acquisitions, 2 exits — you've earned the title of serial acquirer. CT's deal flow and community of operators at your level could surface your next deal faster.
12	Adam Wenneker	Ex-CEO, Ex-Google, Columbia MBA, Trinity River Management	Arlington, TX (DFW)	Mid-Career Transition / ETA Search	Ex-CEO, ex-Google, Columbia MBA. Now at Trinity River Management — appears to be acquisition/investment vehicle. DFW-based.	7	View	Google to CEO to Trinity River Management. You've got the operational chops and the capital discipline. CT's community and deal flow in Texas could connect you with off-market opportunities.
13	Marty Brainerd	Acquisition Entrepreneur & Independent Investor, Clay Street Holdings	Dallas, TX	Equity Windfall / ETA Search	UCSB grad. Runs Clay Street Holdings LLC — acquisition vehicle. Headline: 'ACQUISITION ENTREPRENEUR INDEPENDENT INVESTOR.' 718 followers. Dallas-based, actively seeking deals.	7	View	Clay Street Holdings and independent investing — you're building a portfolio through acquisition. CT's deal flow and community of fellow acquisition entrepreneurs in Texas could expand your pipeline.
14	Carley Mitus	Director of Ops @ Legacy Investment Group, Acquisition Entrepreneur, AI Builder	Nashville, TN	Adjacent Professional / AI-Fluent Operator	Ex-GE Healthcare (\$100M+ closer), quit corporate to buy a home inspection business and join Legacy Investment Group (CRE + small business). Built 6 AI tools with Claude in 18 days. MSOE Engineering. 1,313 followers. Active 4 days ago.	7	View	You quit GE Healthcare, bought a home inspection business, and built 6 AI tools in 18 days. You're living the CT thesis. The community would love your story — and the deal flow network could help you scale.
15	Ray Liu	CVE LLC, Entrepreneur / Business Acquisition	Round Rock, TX (Austin metro)	ETA Search / Veteran	Runs CVE LLC in Round Rock, TX. Listed as entrepreneur focused on business acquisition. Austin metro area.	6	View	You're running CVE LLC focused on business acquisition in the Austin metro. CT's community and deal flow in Texas could connect you with opportunities and fellow searchers in your market.
16	Marc McQueen	IT Project Manager, Acquisition Entrepreneur, USMC Veteran, PMP	Nashville, TN	Military Transition / Side Search	USMC veteran (Logistics Specialist), PMP-certified IT Project Manager. Headline includes 'Acquisition Entrepreneur' — side-searching while employed. Nashville-based.	6	View	USMC discipline + PMP + IT management, and you're side-searching for an acquisition. CT's community has dozens of people who made the leap from corporate + side-search to full-time operator. The playbook de-risks that transition.
17	Tyler Pepper	Acquisition Entrepreneur, TPMM Holdings LLC, Commercial Lending Specialist	Boca Raton, FL	Adjacent Professional / ETA Search	FSU Finance degree, commercial lending specialist (CRE, business acquisitions, equipment). At TPMM Holdings LLC. Understands deal mechanics from the lending side.	6	View	You finance business acquisitions and run TPMM Holdings. You know the deal economics better than most buyers. CT's community and deal flow could help you deploy that knowledge as a principal.
18	Brian LaGrua	Acquisition Entrepreneur, 30+ Year Banking Executive, UPS Store & Bikes Palm Beach	Palm Beach, FL	Serial Acquirer / Portfolio Builder	30+ year corporate banking executive. Already acquired UPS Store and Bikes Palm Beach. Self-described acquisition entrepreneur. 887 followers. May be looking for additional acquisitions.	6	View	30 years in banking, now owning and operating. You've already made the leap. CT's community of fellow portfolio builders and deal flow could help you find your next acquisition.
19	Wing Butler	Acquisition Entrepreneur, 20+ Year SaaS/Healthcare Executive, Portfolio Owner	Provo, UT	Serial Acquirer / Portfolio Builder	20+ years executive in SaaS, healthcare, consumer services (VP Sales at Byte, GoReact). Now owns Holt Anatomical, Glo Tanning franchise, minority in 5 Star Interpreting. Active portfolio builder. 2,452 followers.	6	View	You're building a portfolio across manufacturing, health/beauty, and services. CT's deal flow and community of serial acquirers could surface your next acquisition — and your operating experience would be valuable to the community.
20	Kelvin Lee	Owner Operator, Self-Funded Search, ETA — Montrose Garage Doors	National (US)	ETA Search / Owner-Operator	Self-funded search, acquired Montrose Garage Doors. Owner-operator model. 499 followers. Classic ETA profile — may be looking for next acquisition or seeking community.	4	View	You went through self-funded search and acquired Montrose Garage Doors. CT's community is full of owner-operators like you — the network and deal flow could help you scale or find your next acquisition.

METHODOLOGY: Life-Event Buyer Trigger Scan

Objective

Identify 20 high-potential, browser-verified prospects for Contrarian Thinking's business acquisition community by detecting life-event triggers that signal buying intent — then score and rank them using a bandwidth-aware rubric.

Scoring Rubric (Max 11, capped at 10)

- **Signal Strength (1-3):** How clearly does the evidence show they are in a buying-trigger moment?
- **Profile Fit (1-3):** Mid-career, operational/management experience, capital access, elite credentials?
- **Reachability (1-2):** Active on LinkedIn? Can they be contacted via professional channels?
- **Transition Gap (0-3):** Are they BETWEEN things — recently separated, laid off, cashed out — with capital and time but no current operational commitment?
- **Bandwidth Penalty (0 to -3):** Running a company/fund/firm (-3), Senior FTE leadership (-2), Mid-level FTE (-1), In transition/searching (0)

Key Insight: Transition Gap

The best prospects are people BETWEEN things. Someone running a successful PE fund or managing a team of 50 isn't buying a small business course. The person who just left PE, just finished an MBA, or just sold their company — they have capital, ambition, and a gap. That gap is where CT fits.

Process (Total time: ~4 hours)

1. **SIGNAL DEFINITION:** Defined six life-event trigger categories: Military Transition, Corporate Layoff, Franchise Abandonment, Equity Windfall, Mid-Career Pivot, Adjacent Professional.
2. **AI-POWERED SEARCH:** Used AI-assisted LinkedIn search across multiple markets (Austin, Dallas, Nashville, South Florida, National).
3. **BROWSER VERIFICATION:** Each candidate's LinkedIn profile was visited and verified via browser automation. Profiles were confirmed real, active, and matching the trigger hypothesis.
4. **SCORING & FILTERING:** Applied the bandwidth-aware rubric. Disqualified candidates who were already fully deployed.
5. **OUTREACH GENERATION:** For each qualified prospect, generated a personalized outreach angle matched to their specific trigger and profile.

Disqualified Examples (and why)

- Erik Roberts (Nashville) — Founder of wealth management firm. Already settled, not in transition.
- Joe Steigman (Nashville) — Business broker. Supply-side, not demand-side.
- Craig Cummings (Austin) — GP at Moonshots Capital VC fund. Already deployed.
- Todd Felker (Plano) — Sold his Home Instead franchises, now works at brokerage firm. Supply-side.
- Tamuredah Williams (Miami) — "Acquisition Entrepreneur" headline but actually seeking government clerk roles.

Tools Used

- **Claude (Anthropic)** — AI-powered research, scoring, outreach generation, and browser automation orchestration

- **LinkedIn Browser Automation** — Profile-by-profile verification of every candidate
- **Python + openpyxl** — Automated spreadsheet generation and formatting

Scaling This Process

This scan was conducted across 5+ markets and produced 20 verified, scored leads. With Sales Navigator access, CRM integration, and automated outreach tooling, this process can scale to 100+ leads per week across any number of verticals or geographies.

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