

10 reasons to use a Business Broker when Buying Your Business.

1. Qualified businesses for sale:

Business Brokers have an inventory of businesses including unlisted businesses.

2. Ethics:

Business Brokers that are a member of the International Business Brokers Association (IBBA) and California Association of Business Brokers (CABB) adhere to their code of ethics. http://www.cabb.org/code_of_ethics.asp

3. Confidentiality:

Business Brokers assist you professionally in a highly confidential manner to protect your personal and financial details.

4. Facilitator:

Business Brokers are specialists in business transitions and understand the need to respect all parties in the transaction.

5. Valuation:

Business Brokers can provide you an opinion of value and facilitate an appraisal.

6. Due Diligence and Escrow:

Business Brokers have the knowledge to work through leases, franchise agreements, finance requirements, escrow and many other touch points.

7. Negotiation:

Business Brokers practice win/win negotiation skills.

8. Financing and funding:

Business Brokers can facilitate the buying of your business by helping to arrange financing.

9. Resource:

Business Brokers are skilled professionals and have established relationships with many professional organizations.

10. Closing and transfer:

Business Brokers manage the buying of your business through initial negotiations, due diligence, escrow and the all important closing. “When a seller and a buyer try to close a business transfer on their own, they will have the transaction fail in escrow 6 times more often than when a business broker is involved.”¹

¹ Source: Guy Barber, Escrow Officer, Fidelity Title, Fair Oaks, CA, 95628

