

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

1. Higher Sales Price:

Business Brokers typically sell a business for 20%+ more than an owner could achieve without a broker.¹

2. Faster Sale:

Business Brokers usually sell a business in significantly less time than that of a non-brokered sale.

3. Confidentiality:

Business Brokers professionally sell businesses in a highly confidential manner.

4. Focus:

Business Brokers allow you to focus on what you do best - operating your company - while they do what they are good at - attending to the details of selling your business.

5. Valuation:

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

6. Qualified Buyers:

Business Brokers have an inventory of buyers and know how to attract and screen additional motivated and qualified buyers.

7. Marketing:

Business Brokers know how to market your company to a broader audience.

8. Financing:

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

9. Negotiation:

Business Brokers practice win/win negotiation skills.

10. Closing the Sale:

Business Brokers manage the sale of your business through escrow and the all important closing. An owner selling their business on their own will have the transaction fail in escrow 6 times more often than a broker.²

¹ Source: International Business Broker Association Journal, Volume VIII, Number 1, 1998

² Source: Guy Barber, Escrow Officer, Fidelity Title, Fair Oaks, CA, 95628



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