
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, Alliance Title, Roseville, CA, 95661



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