

The Las Vegas Business Buzz



What's New in Business Sales

Compliments of The Authority in Business Sales

Exit Objectives - 4 Self Check Questions

There are countless books and articles about Exit Strategies, so much so that the thought of even sitting down to think about it can be overwhelming. Within one of John Carvalho's articles are a few golden nuggets that I wanted to share. One such nugget is about establishing your exit objectives. You might call it a check-up from your neck-up!

1. What does an ideal transaction look like?
2. What check size is needed to maintain your desired lifestyle?
3. What will you do after you sell?
4. When do you want this all to happen?



Bonus question - Are you mentally prepared and properly motivated to sell your business?

Answers to these questions are important to consider.

A trained Business Broker will likely ask you many of these same questions and more.

If your current objective is to simply explore the option of selling your business consider a Market Price Analysis (valuation). This process will help you determine realistic exit options.

[Click Here to Read More on Exit Strategies](#)

Published by Jeffrey and Linda Nyman - May 1, 2018



Recently Sold Businesses

Established Optical
Store

Property
Management
Company

Add-Backs - Myth Busters

Ever seen the show MythBusters? The hosts of the show do their best to "bust" myths by putting urban legends and myths to the test. If you're a seller keep this in mind because buyers are also on a

Featured FCBB Businesses for Sale

Custom Window
Covering and
Installation

Cafe

Bounce House

Sports Bar

Welding Company

HVAC Company

Vending Route

Paramedical Co.

Hair Salon

Distributorship for
National Packaged
Goods

Mailbox Store

Pizzeria

Thai Restaurant

Christian Day Care
Pre-School

Yoga Studio

Bungy Jump

Tuxedo Rental
Business

Montessori Preschool



mission to put your "add backs" to the test. You might ask what is an add-back? Simply put add-backs are expenses written through the business that are NOT necessary to operate the business. Peter Siegel wrote a noteworthy blog that provides an easy to understand explanation of add-backs and a story to demonstrate the common nature of add-backs. Plus, there are some great tips for buyers that want to dig deep to Bust that Add-Back!

[Click Here to Read More](#)



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This Issue's Buyer Tip

Buyers make sure you have your proof of funds available this will allow your broker to provide more detailed information on the business you are interested in as well as strengthen your offer to the Seller.

This Issue's Seller Tip

As a Seller reacting quickly and honestly to Buyers questions is key to creating the trust needed to encourage buyers to make offers.

Learn more about the selling or buying process by contacting your local [First Choice Business Broker](#) today.

FOR SALE
Landscape
Maintenance & Tree Service Business
SOUTHERN CALIFORNIA



Gross Sales: \$13,000,000 | EBITDA: \$820,000

[Landscape
Maintenance and
Tree Service
Business -
Absentee](#)

Price:
\$3,999,999
Southern California



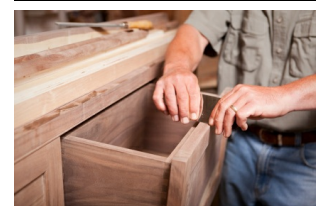
[Trendy
Gastropub with
Bar and Beer
and Wine
License](#)

Price: \$165,000



[Awnings,
Cabanas and
Shade Structures](#)

Price
\$2,250,000



[Cabinet and
Counter Top
Sales and
Installation](#)

Price \$375,000
California

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