

# The Business Buzz

## What's New in Business Sales

Compliments of The Authority in Business Sales



### This Issue's Seller Tip

If you are selling your business get your 2015 financial numbers completed ASAP, buyers will want the latest figures.

Don't wait for your tax returns!



Be prepared to explain any significant dips or growth in your business.

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

### Recently Sold Businesses



Medical Supply Business

Mailbox Store

Growing Outpatient

### 2016 Business Outlook & Resolutions



Every January we all think about making resolutions such as: Losing weight, taking a vacation, moving our residence or even better relationships.

How about thinking about a Business Resolution for 2016?

If money were no object, what could you do to improve your business?

If you had a "not so good year", what was the reason?

If you had a "great year", what did you do to get there?

Can you ask yourself this question, "am I working in the business or am I working ON the business".

Am I the sales department, finance, bookkeeper and janitor?

Do you have time to take a step back and

### This Issue's Buyer Tip

Be realistic with your questions for the type and size business you are looking to purchase.

Remember when viewing businesses the information you have is completely confidential, as a buyer you want to make sure you keep it that way for both your benefit as a potential new owner as well as the sellers.

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



### Featured FCBB Businesses for Sale



[Kitchen and Bath](#)

Clinic  
Retail Optical Store  
Hair Salon  
Powder Coating  
Business  
Urgent Care Facility  
Medical Billing  
Service  
Popular Restaurant  
by the Beach  
ATM Cash Services  
Business  
Gun Shop  
Bakery & Coffee  
Shop  
Dry Cleaner  
Law Firm  
Franchise Fast Food  
Auto Detailing  
Business  
Yogurt Shop

look at your business as if You were a buyer  
looking to buy your business?  
What do you see, what can be changed,  
why cant it be changed?

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## **Top 10 New Year's Resolutions for Business Success**

In looking at articles that are relevant for  
today's small business owners this article  
called "Top 10 Business Resolutions for  
Business Success" really hit home. We  
found these resolutions for business owners  
in line with those highlighted in our FCBB  
New Year's message. The article is not only  
focused on financial success it also focuses  
on life balance and happiness. Take a  
moment for you as a business owner and  
person to read these articles and set the  
wheels in motion to creating a fulfilling  
2016.

*Article Originally Published by Susan Ward - Thursday,*

*December 17, 2015. Comments provided by Jeffrey*

*Nyman & Linda Hentges-Nyman - December 31st, 2015.*

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## [Remodeler](#)

Price \$4,950,000  
San Diego County



## [Sailing Apparel Brand for Sale](#)

Price \$75,000  
Home Based



## [Profitable Training & Coaching Biz](#)

Price \$975,000  
National &  
International



## [Three-Location Pizza & Italian Restaurant](#)

Price \$3,147,999  
Las Vegas

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