

# The Business Buzz

## What's New in Business Sales

Compliments of The Authority in Business Sales



### This Issue's Seller Tip

If you have accepted an offer on your business and there are "material changes" to your business be forthcoming with the buyer, this could save you from problems down the road.



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

**Congratulations  
2016 National  
Conference  
Club Level  
Award Winners!**

### 2016 National Conference Announcements

Education is key with FCBB! Our business brokers just attended our 9th national conference. Bringing Business

Brokers together from across the nation to share the latest tools and tips. FCBB Business Brokers are now even better equipped to provide our valued Buyers and Sellers the best service with the most up to date systems for valuation and marketing in today's market.

[First Choice Business Brokers Inc. Corporate Headquarters congratulates all the top award recipients!](#)

### Top Sales

[Ranked #1 for Business Sales Sean Seaman & Dustin Sigall - San Diego Office](#)



### This Issue's Buyer Tip

Make sure your funds are available and you provide proof at the time you write an offer, this will strengthen your offer to the Seller.



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



**Congratulations  
2016 National  
Conference  
Special  
Achievement  
Award Winners!**



### Platinum Club Awards

Dustin Sigall  
Edward Smith  
Sean Seaman



### Gold Club Awards

Christopher Seaman  
Chuck Wimmer  
David Richman  
George Karas  
Patrick Marsch



### Silver Club Awards

Dylan McGrath  
Ricardo Gomez



### Bronze Club Awards

Adrianna Smith  
Erik Keith  
Juan Cabrera  
Lana Hout  
Mike Faust



Ranked #2 for Business Sales  
Edward Smith - Las Vegas Office  
Ranked #3 for Business Sales  
John Lazenby - Las Vegas Office

## Office Rankings

Office Ranked #1 Worldwide for Sales  
Las Vegas Office #101  
Office Ranked #2 Worldwide for Sales  
San Diego Office #106  
Office Ranked #1 Worldwide for Listings  
San Diego Office #106  
Office Ranked #2 Worldwide for Listings  
Las Vegas Office #101

## Top Listings

Ranked #1 for number of listings  
Chuck Wimmer - Phoenix Office  
Ranked #2 for number of Listings  
Juan Cabrera - Phoenix Office  
Ranked #3 for number of Listings  
Edward Smith - Las Vegas Office

## Top Number of Sides Closed

Ranked #1 for highest number of sides closed - Edward Smith - Las Vegas Office  
Ranked #2 for highest number of sides closed - George Karas - Las Vegas Office  
Ranked #3 for highest number of sides closed - John Lazenby - Las Vegas Office

**Congratulations!**



### Bright Star Excellence Award

Andrea Braun



### Associate Team Player Award

George Karas



### Broker/Owner of the Year Award

Christopher Seaman



### Milestone Award

Chuck Wimmer

**Featured  
FCBB  
Businesses  
for Sale**



### Crystal Club Awards

Andrea Braun  
Lee Orzech  
Matthew Davis  
Phil Neuenswander

### Recently Sold Businesses



- Large Diversified Wellness Products Company
- Health Food Store
- Plumbing Service
- Pizza Restaurant
- Laundromat
- Yogurt Store
- Greek Restaurant
- eCommerce Wall Decal Company
- Healthcare Services Intermediary
- Towing Company

## Which Direction is Your Business Heading?

Congratulations, you hit upon an idea and went into business. Now after several years, you are moderately successful. So what now?

Most business owners "plateau" at a certain point where they feel that since their business is doing well; they can relax and sit back. Unfortunately the opposite is true, new ideas, new products, new competitors and new methods of marketing hit us every day. Do you run your business today the same way that you ran it ten or even five years ago?

Teddy Roosevelt said "Lead, follow or get out of the way". The same thing applies today in business. You are either a leader or a follower (no need to get out of the way).

You as the most knowledgeable person of your business need to take a step back and ask yourself if you have plateaued or are you still being inventive, energetic and enjoying growing your business. If the answer is "yes", congratulations. If the answer is "no", maybe its time to consider some alternatives such as bringing in a partner or even selling. The choice can change your life!

*Article Originally Published by Jeffrey D. Nyman  
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### [Executive & Virtual Offices](#)

Price \$1,250,000  
Los Angeles



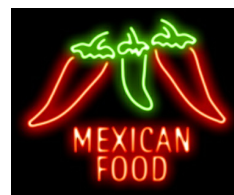
### [Material Recycling & Grinding Business](#)

Price \$1,900,000  
Connecticut



### [Vacation Rental Portfolio w/Real Estate](#)

Price \$7,300,000  
Orange County



### [Mexican Restaurant with 10 Slots](#)

Beauty Salon

Price \$475,000

Las Vegas

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Management Firm

Laser Tag Business

Wine Bar

Photo Shop

Moving Van Lines

Auto Repair

Quick Service Eating  
Establishment

Ice Cream and  
Coffee Cafe

Pallet Manufacturing  
Business

**[Click Here to Find a First Choice Office Near You!](#)**

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