

The Business Buzz

What's New in Business Sales

Compliments of The Authority in Business Sales



This Issue's Seller Tip

Answer Buyer's questions fully and be up-front, once trust is lost between a Buyer and Seller the transaction is much more difficult. Every business sale has a degree of trust between Buyer and Seller which is very important.



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

Recently Sold Businesses

Where Have All the Good Deals Gone?

Buyers are always asking Business Brokers for the "good deals" on businesses. The question is, is there really such a thing as a "good deal"?



The answer is yes, they are out there.

There are sellers, who, due to circumstances beyond their control such as death, health problems or divorce need to sell quickly and those are often considered "good deals" by buyers. Every business deal really needs to be a win-win between buyer and seller. The win-win here is that the seller gets out quick and the buyer often gets a lower than value purchase price.

Then there are the sellers who had a great idea but ran out of money to keep the operation going, these are usually classed as a great opportunity to buy such a business for sometimes pennies on the dollar but there is a risk as there is no real track record on actual income.

This Issue's Buyer Tip

Remember the Seller's business is like their baby; be careful not to call their baby ugly. This might sound funny however think about it, you'll likely get better information if you are respectful, keep your judgments between you and your Broker.

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



Featured FCBB Businesses for Sale



Coffee House

Specialty Themed Bar

Pizzeria

Luxury Baby Boutique

HVAC Company

Cast Stone Mfg. Company

Fitness Studio

Sandwich Shop

Semi-Absentee Medical Billing Service

Tanning Salon

Testosterone Supplement eCommerce Company

Dessert Concept Business near the Beach

Ice Cream Shop

Business Brokers usually class a "good deal" on a business as one that is making a decent income but the seller either must sell or is under- priced for a quick sale.

Although the buyer can buy at a good price, there may be hidden innate problems that are not identified until the purchase is completed. My advice to a buyer is to complete their due diligence and do some detective work such as asking the right questions of a seller.

What are the right questions? Unfortunately there are many varied "right" questions that are particular to that business. My suggestion is to educate yourself on that type of business. As an example, pet supplies and pet care is one of the fastest growing businesses in the US whereas the brick and mortar clothing businesses are experiencing a great downturn.

Are there "good deals out there? Yes, keep in touch with your Business Broker as these "good deals" sell quickly.

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[Legendary Celebrity Salon](#)

Price \$85,500
East San Fernando Valley



[Custom Railing Mfg - Patented Product](#)

Price \$3,800,000
Suffolk County



[Well Established Electrical Company with RE Option](#)

Price \$397,000
San Diego County



[Highly Profitable Paint Contracting Business](#)

Upscale Cafe and
Diner

Price \$429,000
Silicon Valley

Locals Bar



Dry Cleaners with
Laundromat

[World Famous
Celebrity
Restoration
Company](#)

eCommerce Teddy
Bear Company

Price \$3,900,000

Vending Company

Yogurt Store

Large Manufacturing
Business

Increase the Odds of Making Your Business a Success

Assuming that you have an idea to start a business, there are four basic ingredients that every business owner who hopes to be successful should have to offer the greatest



chance of success. The first is obviously money. Most businesses don't survive because the entrepreneur runs out of money. Be prepared for the unexpected. The second ingredient is to know who is going to perform the tasks needed to operate. The third is having a plan for the startup costs and operating expenses and fourth is to decide how your product is going to be marketed. Candace Hobson in her article "Steps To making your own business successful" makes some great points that every would-be entrepreneur should consider and she notes the gamble in starting a business. Many would-be entrepreneurs have come to realize that it makes more sense to purchase an existing business where the owner has already taken the risk and completed all the steps necessary to open and operate the business. The existing business will have a track record of income, expenses with an established product and marketing that likely has room to grow so you can expand your entrepreneurial wings with a reduced risk. The safer route is to invest in a business with a track record versus starting a business a scratch, this can greatly reduce your investment risk.

[Read the Original Article Here](#)

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