

The Business Buzz

What's New in Business Sales

Compliments of The Authority in Business Sales



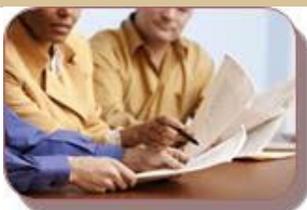
This Issue's Seller Tip

Pull your business plan out of the file drawer and give it a fresh update. Buyers appreciate businesses where the seller can assist with a road-map for growth. Help the buyer see potential growth areas.



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

Recently Sold Businesses



Women's Clothing

Is it Time to Re-invent Your Business or Sell?

One key question an experienced Business Broker will ask a seller who is thinking about selling is "What could be done to increase the income of your business?" Buyers want to know what needs to happen to take the business to the next level of success.



Many sellers offer suggestions such as hire more employees, hire salespeople, additional advertising, increase product line or inventory or increase rented space.

The obvious question asked of the seller is then "Why haven't you done any of this?"

The answer is usually fairly simple; the seller is tired, burnt out or is so busy working "in" the business that they don't have time to work "on" the business. They often don't have the time or energy it takes to even think about these other areas of potential growth.

So the question is, can the seller actually

This Issue's Buyer Tip

See yourself in the business. Ask the seller to help you understand the day to day operations and what could be done for growth and further success.



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



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Pizzeria
Laundromat
Vending Company
Franchise Maid Service
Day Spa
Designer Boutique
Quick-Service Restaurant
Salon & Spa
Thai Food Restaurant

make these changes that he knows are necessary for the growth of the business and re-invent the business or are they too tired or is it too late?

Most sellers of businesses that generate a decent income are happy with their results and don't want to spend the time or energy to do what it will take to help their business grow, they really just want to move on and either retire or look at getting into something new that excites them. Even the most successful business owner can tire of their business.

As a Business Broker meeting with sellers over the past 23 years my belief is that most sellers cannot re-invent themselves or their business easily and decide rather than watch their dream dwindle down to nothing they want to sell the business to someone with the time, money and enthusiasm to take their business to the next level. Often these sellers have great pride in what they have built and are willing to help a buyer implement the plans for growth. This scenario presents a tremendous opportunity for buyers who can build upon the foundation that the seller has laid.

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September 1st, 2016*

Price \$2,900,000
Northern California



[Profitable
Gymnastic Center](#)

Price \$379,000
Prince George's
County

Service

[Highly Profitable
Property
Preservation
Business](#)

Price \$6,750,000
San Diego



[Influential Digital
and Social Media
News Company](#)

Price \$4,950,000
Worldwide

Obtaining a Business Acquisition or Start-Up Loan

According to the SBA there are certain guidelines that the SBA and the banks are looking for when you apply for a loan. Of course the loan must be for a business and your credit rating is just as important as your ability to repay the loan plus the bank and the SBA is looking to see



what type of security (collateral) you are offering the bank/SBA. Also equally important to the lender will be your related background to the business you are looking to acquire.

You will need to provide tax returns, financial statements and projections of the business you are either buying or planning to open. You will also need to supply your background as it applies to the type of business you plan to open or buy. According to an article written by Natale Goriel, she suggests that you talk to a loan officer to determine what paperwork you will need. [For more information click here.](#)

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