

The Business Buzz

What's New in Business Sales

Compliments of The Authority in Business Sales



This Issue's Seller Tip

The end of the year is approaching, make sure your books and records are up to date for interested buyers to review.



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

Recently Sold Businesses



SEO Company

Mediterranean Food Restaurant & Catering

Commercial Property

Quick Service Restaurant

Are You and Your Business Ready for Change?

Some people love change and seek it out at all costs, others cherish the "norm" and like things "status quo". As a business owner you need to embrace systems and strategies so you can create balance in your business helping you to know what to expect but keep in mind change is inevitable. These two great quotes will really get you thinking ahead.

1. "What we need to do is always lean into the future; when the world changes around you and when it changes against you - what used to be a tail wind is now a head wind - you have to lean into that and figure out what to do because complaining isn't a strategy." Jeff Bezos, Amazon.com
2. "Only three things in life are certain: 1) death, 2) taxes, and 3) the fact that today's strategy won't work tomorrow. At some point in the future, your products will become obsolete, your customers' tastes will change, and technology will render your business model uncompetitive.



Today's success will be tomorrow's old news. The question is not if, but

This Issue's Buyer Tip

Do you need to complete your business purchase for tax purposes? If so the end of the year is nearly upon us and many buyers are faced with the same time crunch as you.



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



Featured FCBB Businesses for Sale



[Fresh Gulf Seafood Markets](#)

Paint and
Waterproofing
Company

Bar & Tavern

Event Production
Rental Company

Auto Body Shop

Hot Dog Restaurant

Action Sports
Company

Cell Phone Kiosk

Pallet Manufacturing
Business

Coffee House

Salon and Spa

Lighting Company

Gift Boutique

Horse Saddle Pads
Supplier

Pet Sitting Business

English Pub

Auto Repair with Land

Popular Seaside
Restaurant



when." Robert Simons author of
Seven Strategy Questions

Dick Albu of Albu Consulting LLC wrote a wonderful article for M&A Source based upon successful strategy management that is valuable to every business owner, no matter the size or type of your business.

[To Read Further Click Here](#)

Originally Written by Dick Albu - M&A Source - December 2015

Reviewed by Jeffrey & Linda Nyman - November 1st, 2016

Preparation - Your Key to Adding Value Before a Sale

Whether you are a large or small company there is a good chance you could build your company value by acquiring value-adding companies before the sale of your business. In Axial's "Guide to Strategic Acquisitions" they outline the potential benefits of strategic acquisitions and provide a compelling argument in their "3 Ways Acquisitions Add Value Before a Sale" explaining that savvy CEOs prepare for an exit/sale well in advance.

It is important several years in advance of a desired sale date that business owners evaluate potential business improvements which may include a strategic acquisition.



Doing so can help potential sellers achieve higher multiples, boost bottom line and expand their buyer list.

Price \$235,000
Tennessee



[Profitable High Volume 7-11](#)

Price \$325,000
Suffolk County



[Foreign Car Repair Specialist](#)

Price \$485,000
California



[Surfboard Company with Online Sales](#)

Price \$475,000
San Diego



[Busy UPS Store](#)

Price \$499,000
Downtown San Francisco

[Click Here to Read More!](#)

*Originally Written by Dan Hammaker,
Axial - June 17, 2015
Reviewed by Jeffrey & Linda Nyman -
November 1st, 2016*



[Well-Established
Auto Body & Paint
Shop with Land](#)
Price \$1,845,000
Las Vegas Valley

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