

The Business Buzz

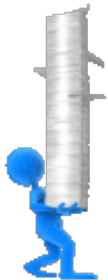
What's New in Business Sales

Compliments of The Authority in Business Sales



This Issue's Seller Tip

Sellers, so you can cash out on the sale of your business, the buyer may be applying for an SBA loan. The bank will likely require you to provide 3 years tax returns and P&L's with balance sheets. If this situation arises, be prepared for the bank to ask for additional financial information and/or clarifications.



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

Recently Sold Businesses

Why Sell, You're Making Money?

Most buyers believe that there must be an inherent problem with a business if a seller appears to be making good income and still wants to sell their business. This however, is not necessarily the case.

There are many business owners that have been steadily working in their business every day for many years and just like most people (maybe even you), they want a change in their lives, even if the business is producing a good income.



Over the past 24 years of being in business brokerage, we have heard many reasons for the business owner wanting to sell. You may think of the usual reasons as death, divorce, health, lack of income however just plain "burn out" ranks very high. Many business owners are embarrassed to say they are just burned out and ready for a new challenge in life or want to simply

This Issue's Buyer Tip

If you plan on buying a business through an SBA loan, let your business broker know in advance so they are introducing you to businesses that look more likely to qualify for a loan. It is also wise to consult with an approved SBA lender before making an offer. Many sellers will want preliminary proof that you will be able to qualify for an SBA Loan, so start early.



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

Featured FCBB Businesses for Sale





Auto and Truck Repair

Janitorial Company

Residential Property Management Franchise

Wholesale Importer and Distributor of fine Italian Wines

Property Management

Auto Repair

Bakery

Rapidly Growing Tutoring Business

Breakfast and Lunch Cafe

Music and Acting Lesson Facility

Preschool

Plumbing Company

Southern California Delivery Business

Restaurant and Lounge

Upscale Restaurant

Mailbox Store

Coffee Shop

Pilates & Yoga Studio

take a break. You might think this is easily remedied by hiring a manager to run the business however many business owners have trouble delegating and hiring someone still won't solve them wanting out of the business and responsibility all together; even when the business is appealing and making good money. As business brokers we always ask the seller to be honest with us and it is not surprising that we hear "burn out" or "I want to make a lifestyle change" from many very successful business owners.

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Defining Adjusted Net with Add Backs - Mystery Solved

There are many articles and "tips" out there but the mystery of add backs is easily solved by saying that an "add back" is simply an expense the seller is writing off through the business to reduce their taxes but that the expense item is not really necessary to operate the business. The adjusted net income is achieved by adding back all these items to the profit. Peter Siegel has written a real world article about defining adjusted net income utilizing add backs.

[Boutique Bakery with Routes](#)

Price \$275,000
South Las Vegas



[CrossFit Gym](#)

Price \$215,000
Los Angeles, CA



[Daycare and Preschool Center](#)

Price \$900,000
West Valley, AZ



[Profitable Burgers and Beer Restaurant](#)

Price \$600,000
San Diego

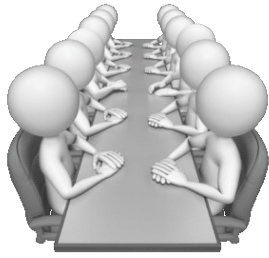


[Hardware Store with Property](#)

Price \$1,950,000
Suffolk County

Childcare Facility

[Click Here to Read More](#)



*Originally written by Peter Siegel from
BizBen.com*

*Reviewed by Jeffrey & Linda Nyman -
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