

The Business Buzz

What's New in Business Sales

Compliments of The Authority in Business Sales



This Issue's Seller Tip

Get your taxes filed, buyers will want to see your 2016 tax returns!



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

Recently Sold Businesses



Mailbox Store

Mobile Detailing Service

Fitness Facility

Motorcycle Repair

Retail Plant Nursery

Childcare Facility

To Sell or Not to Sell? That is the question.

Business owners are faced with a dilemma of whether they should sell and if so, when is a good time?

Should business owners sell when their business is booming, when the business is declining or when they are tired and burned out?

After 24 years of selling businesses we can definitely state

that the best time to sell is when the business is on an upward trend. This is the time that buyers are willing to pay the highest price. Unfortunately many business owners wait until their business is declining when they decide enough is enough and want to put their business up for sale. Buyers will not usually pay top dollar if they see the business is declining over a period of time. Sellers want to sell on potential however buyers will only pay for what they can see for income and the income trend at the time the business is available.



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This Issue's Buyer Tip

When opportunity knocks with the right business be prepared to open the door and walk through.



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

Featured FCBB Businesses for Sale



[High-End Catering Company and Equipment Rental](#)
Price \$1,395,000
Southern California

Internet

[E-Commerce](#)

Pool Service

Bakery

Online Tutoring

Sub Shop

Skin Day Spa

Smog Center

Coffee Cafe

Inflatable Paddle Board Manufacturer

Custom Flooring Manufacturer

Kids Entertainment Mall Bungee

C-Store and Market

Custom Framing Center

Pilates and Barre Studio

Water and Ice Cream Store

Interior Decorating Company

Insurance Company

Dental Lab

Cell Phone Kiosk



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Avoiding Due Diligence Delays

Buyers and Sellers escape the delays and ruined transactions by being prepared for due diligence.

As Business Brokers we walk a fine line with business owners that wish to sell. Sellers want a smooth trouble free closing and no surprises (like a price reduction after the buyer's due diligence) but also hate parting with business details and financial information. How can sellers avoid delays, ruined sales and frustration? Be prepared! Work with your broker up front to make sure that they have a complete listing package on your business so buyers can make an educated decision and informed offer.

Buyers search on line for ideas and seek the advice of their broker for which due diligence items to ask for. The article Due

Diligence checklist - Items Needed by Peter Siegel gives buyers and sellers a good idea of what might create a solid due diligence checklist.



[Leather Good with Anti-Identity Theft Technology](#)
Price \$675,000
California



[Highly Profitable and Established Car Dealership](#)
Price \$1,350,000
Nashville



[Medical Group](#)
Price \$6,000,000
Las Vegas Valley



[Precision Tool & Engineering Manufacturer](#)
Price \$7,750,000
SE Florida



[Pediatric Medical Practice](#)
Price \$1,500,000
Los Angeles

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Originally written by Peter Siegel, December 2008

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