

# The Business Buzz

What's New in Business Sales

Compliments of The Authority in Business Sales



## Are You Following the Latest Trend?

Today prospective entrepreneurs are being bombarded by advertising for new start up franchises, the dream might sound enticing but is it the right option for you?

Is a start-up franchise right for you, or would you be better off looking for and existing business?

Here are some of the advantages of buying a franchise:

1. Brand name
2. Established method of operations
3. Guidance from the Franchisor.
4. Possibility of growth

So how does this compare with the advantages of purchasing an existing business?

1. Established location of the business;
2. Established customer base;
3. Established product or services;
4. No royalties
5. You can see and feel the existing business;
6. Employees in place;
7. Method of operation in place;
8. History and or track record of income and expenses;
9. Quicker return of your investment since money is flowing in now.

As you can see, there are a lot more advantages to owning an existing business.



## Recently Sold Businesses

Landscaping Business

Gelato & Snacks Shop

Breakfast & Lunch Cafe

Medical Care Facility

Flame Prevention Business

Postal Store

Media & Festival Company

Florist

Dog Boarding

Pizza Restaurant

Property Maintenance

Tanning Salon

Online Sunglasses Co.

Consignment Store

Urgent Care Facility

Samurai Sam's Franchise

Cupcake Store

Boba Smoothie Cafe

## It's Never too Early to Plan your Exit

We often think of planning as something we do in January however planning your exit strategy is something you can do at any time, and frankly the sooner the better.

John Carvalho shares the need for exit planning in his article - 3 Simple Ways to Start an Exit Plan.

An especially important point made is the need for a valuation. The amount of money you will receive from the sale of your business is dependent upon the income. If the potential proceeds from your sale do not meet your requirements then you may need to shift from exit planning to increasing your income which will of course increase the value of your business.

Contact your First Choice Business Broker today for your free valuation to help with your exit plan.

[Read the Original Article Here](#)

*Originally written by John Carvalho, January 4, 2017*

*Reviewed by Jeff and Linda Hentges-Nyman July 2017*

## Featured FCBB Businesses for Sale



### [Absentee-Owned Cigar Store](#)

Price \$139,000  
Charleston, SC



### [Scalable Technology Company with Contracts](#)

Price \$5,000,000  
Southern California



### [Full Service Painting Company](#)

Price \$699,000  
Los Angeles

Commercial Cleaning Service

Fetal Photo Shop

Printing and Silkscreen Co.

Sandwich Restaurant

Turf & Window Installation Business

Jewelry Kiosk



### **This Issue's Buyer Tip**

Don't only look at what the business is producing today, look at what you could bring to the business to improve it.

### **This Issue's Seller Tip**

When meeting a buyer for the first time be prepared to share your "story".

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



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California



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