

The Business Buzz

What's New in Business Sales

Compliments of The Authority in Business Sales



Who Inspired You?

If you were to ask the question of many successful entrepreneurs, they will tell you that someone or something inspired them to move forward to their success.

My inspiration was at that time, the highest producing life insurance agent in the US, Joe Gandolfo, who wrote a book "Ideas are a dime a dozen but the man who puts them into practice is priceless" (still available on Amazon). His persistence and his success after all the rejection he received was what motivated me.

Everyone needs to be inspired to keep doing what they are doing. The initial inspiration could be a family member or a situation, however to keep the dream alive we all need constant motivation.

As a business owner, it is easy to sit back and say "everything is fine, why should I change"? This is great until a competitor comes along in your market. As Business Brokers we talk to many business owners of successful businesses who want to sell because they are "burnt out".

This is not to say that the business is not making money, it is that the owner has lost his or her inspiration and motivation.

A buyer who has an eye for a business where the owner is "burnt out", has a great opportunity of taking that successful business and making it grow to where the present owner could not because of their own set limitations.

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Recently Sold Businesses

Auto Supply Business

Fitness Studio

Catering Company

Food Dist. Business

Bakery

Laundromat

RV Detailing

Stand alone pub and restaurant

Chocolate and Candy Store

Dry Cleaner

Cryotherapy Spa

Online Leather Goods Seller

Composites Fabrication and Production Services Mfg.

Coffee Cart and Convenience Store

Nutrition Store

Bagel Shop

Pizzeria

Apparel Printing Business

Restaurant and Sports Bar

Towing Business

3rd Quarter 2017 Business Sales Reach Record Highs

BizBuySell, a national business opportunity website stated in their Insight Report on 10/26/17 that small business transactions in the US reached a record high in the 3rd quarter of 2017 from data statistics reported by business brokers nationwide.

According to the Insight Report, a record number of businesses were sold, which showed that buyers and sellers are very active.

In the 3rd Quarter of 2017 2,589 transactions were closed. This represents a 24 percent increase from this time last year. The number of closed transaction as September 2017 was 7,491, meaning that 2017 will be a record-breaking year of small business transactions. There is a 2 year inclination of healthy quarter-over-quarter businesses available for market growth.

There are many factors which contribute to the businesses for sale and businesses sold environment.

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Featured FCBB Businesses for Sale



[Absentee Owned Cigar Store](#)

Price: \$139,000
Charleston, SC



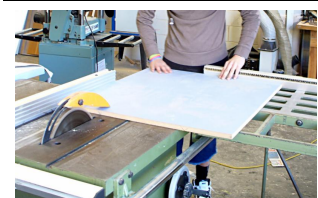
[Gluten Free Bakery with Wholesale Accounts](#)

Price \$230,000
South Bay



[World Class Event Center with Real Estate](#)

Price: \$18,900,000
Downtown Las Vegas



[Flooring Installation Contractor](#)

Franchise Maid Service

HVAC Business

Ice Cream Shop

Home Health Care

Retail Business

Specialty Foods Shop

Dessert Shop



Reviewed by Jeff and Linda Nyman November 2017

Source: BizBuySell.com

This Issue's Buyer Tip

Don't create a "horror story" in your potential purchase, always keep the information you are provided on a business completely confidential.

This Issue's Seller Tip

Don't let your financials look "scary" to potential buyers, make sure your books and records are in order.

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

Price \$879,000
California



[CCTV Low Voltage Sales and Installation](#)

Price \$625,000
Southern California

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