

# The Business Buzz

## What's New in Business Sales

Compliments of The Authority in Business Sales



## Is 2018 Your Year?

Many of us look back and ask ourselves if we accomplished what we planned.

Sadly the answer is often no, however that doesn't mean we lacked accomplishments to be proud of.

What can we all do in 2018 to achieve a larger portion of the goals that we set?

If business is your game and growth is what you are looking to achieve, consider expansion by acquisition. Or maybe your goal is to get into something new all together in which case selling your business in 2018 is what you should be considering.

So let's start with putting your plan into action; if you are considering selling your business in 2018 make sure to contact your Business Broker early on as they can help guide you through the process of listing and selling your business. Also keep in mind that buyers buy for potential but often only pay for what they can see which can influence how you complete your 2017 year-end financials.

If you are considering buying a business, let's start with answering some simple questions:

1. What type of income do you need the business to provide?
2. Do you have a specific industry that is of special interest to you?
3. Do you possess a certain skill set that would be suited for a particular business type?
4. How much liquid capital do you have available to invest?
5. Do you have a retirement plan? If so, there are some fantastic options to use your retirement plan for a business purchase tax free.
6. Will your dream business be able to support you and your family?
7. Are such businesses available to purchase?

A First Choice Business Broker professional can help guide you through answering some of the above questions and the process of both buying and selling a business including putting you in touch with business lenders and retirement plan tax free rollover professionals. It is



important for you not to fall into the trap of believing that all lenders have the same underwriting guidelines.

If you own a business, where is it going? Should you be considering an expansion of your current business or is it time to move on and let someone else take it over.

The New Year is a great time for making plans and putting them into action!

Contact your First Choice Business Broker professional, we're here to guide you through the process and introduce you to the possibilities of 2018!

So from all of us at First Choice: A happy, prosperous and healthy 2018.

Published by Jeffrey and Linda Nyman - January 4, 2018



### Recently Sold Businesses

Tax Prep and Bookkeeping

Vitamin Supplement Franchise

HVAC Business

Cafe

Bakery

Fully Equipped Restaurant

Laundromat

Video Production Company

Auto Body Shop

Urban Planning and Civil

### Featured FCBB Businesses for Sale



#### [Last Mile Delivery Provider](#)

Price: \$2,450,000

Western United States



### This Issue's Buyer Tip

Plan for success and be ready to pull the trigger when the right business presents itself.

### This Issue's Seller Tip

Make sure to provide your Business Broker with your year-end financials ASAP.



Engineering Firm

Swimwear  
Wholesaler

Carpet Cleaning  
Business

Beauty Salon

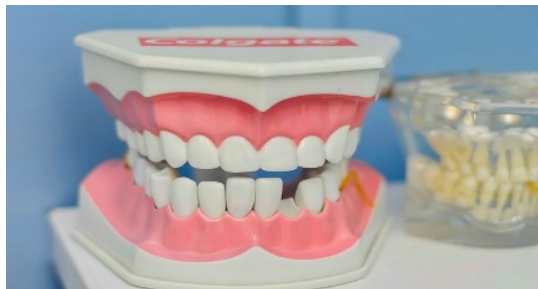
Property Eviction  
Service

Photography  
Studio

[Commercial and Industrial  
Refrigeration and HVAC  
Services](#)

Price: \$699,000  
Los Angeles County

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[Dental Lab](#)

Price: \$430,000  
Las Vegas

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