

The Business Buzz

What's New in Business Sales

Compliments of The Authority in Business Sales



Exit Objectives - 4 Self Check Questions

There are countless books and articles about Exit Strategies, so much so that the thought of even sitting down to think about it can be overwhelming. Within one of John Carvalho's articles are a few golden nuggets that I wanted to share. One such nugget is about establishing your exit objectives. You might call it a check-up from your neck-up!

1. What does an ideal transaction look like?
2. What check size is needed to maintain your desired lifestyle?
3. What will you do after you sell?
4. When do you want this all to happen?



Bonus question - Are you mentally prepared and properly motivated to sell your business?

Answers to these questions are important to consider. A trained Business Broker will likely ask you many of these same questions and more. If your current objective is to simply explore the option of selling your business consider a Market Price Analysis (valuation). This process will help you determine realistic exit options.

[Click Here to Read More on Exit Strategies](#)

Published by Jeffrey and Linda Nyman - May 1, 2018



Recently Sold Businesses

Established Optical Store

Property Management Company

Custom Window

Add-Backs - Myth Busters

Ever seen the show MythBusters? The hosts of the show do their best to "bust" myths by putting urban legends and myths to the test. If you're a seller keep this in mind because buyers are also on a mission to put your "add backs" to the test. You might ask what is an add-back?

Featured FCBB Businesses for Sale

FOR SALE
Landscape Maintenance & Tree Service Business
SOUTHERN CALIFORNIA



Gross Sales: \$13,000,000 | EBITDA: \$820,000

Covering and
Installation

Cafe

Bounce House

Sports Bar

Welding Company

HVAC Company

Vending Route

Paramedical Co.

Hair Salon

Distributorship for
National Packaged
Goods

Mailbox Store

Pizzeria

Thai Restaurant

Christian Day Care
Pre-School

Yoga Studio

Bungy Jump

Tuxedo Rental
Business

Montessori Preschool



Simply put add-backs are expenses written through the business that are NOT necessary to operate the business. Peter Siegel wrote a noteworthy blog that provides an easy to understand explanation of add-backs and a story to demonstrate the common nature of add-backs. Plus, there are some great tips for buyers that want to dig deep to Bust that Add-Back!

[Click Here to Read More](#)



Published by Jeff and Linda Nyman May 1, 2018

This Issue's Buyer Tip

Buyers make sure you have your proof of funds available this will allow your broker to provide more detailed information on the business you are interested in as well as strengthen your offer to the Seller.

This Issue's Seller Tip

As a Seller reacting quickly and honestly to Buyers questions is key to creating the trust needed to encourage buyers to make offers.

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

[Landscape Maintenance and Tree Service Business - Absentee](#)

Price:

\$3,999,999

Southern California



[Trendy Gastropub with Bar and Beer and Wine License](#)

Price:\$165,000



[Awnings, Cabanas and Shade Structures](#)

Price

\$2,250,000



[Cabinet and Counter Top Sales and Installation](#)

Price \$375,000

California

[Click Here to Find a First Choice Office Near You!](#)

First Choice Business Brokers | | info@fcb.com | <http://www.fcb.com>
5420 W. Sahara Suite 200
Las Vegas, NV 89146

Copyright © 2015. All Rights Reserved.