



In This Issue

- What Is a "Qualified" Buyer?
- Recently Sold
- Available Listings

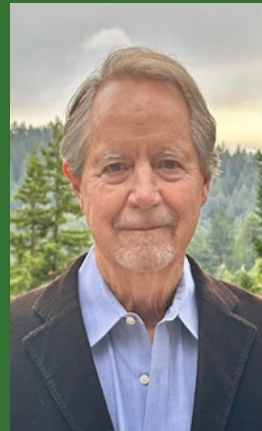
For Buyers and Sellers of Businesses- \$0-100MM Revenue

Business Team Newsletter

November 2024 Edition

Scroll down to see sold and new listings.

What Is a "Qualified" Buyer



By Ian MacLachlan

[Visit our Website](#)

One of the most difficult tasks for a business owner, if she takes the business to market on her own, without using a business broker, is “qualifying” buyers. Usually, advertising a business for sale will generate responses, but handling the inquiries can be tedious and has two costs:

Confidentiality – The inquirers, when communicating directly with the seller, will likely learn or guess the identity of the business even before signing a non-disclosure agreement. This is especially true for industry buyers (buyers in the same line of business as the seller) with the attendant risk of customer or employee losses to a

competitor.

Time – It is impossible to determine who is qualified just from the inquiry (more on that to follow) so each must be processed – requests for non-disclosure agreements, financial statements and resumes need to be made. Often, the biggest waste of a seller’s time is allowing the buyer to visit the premises and start due diligence before a purchase agreement is in place. For example, when a buyer asks a seller directly if she could look at the customer list, often the seller will comply in order to be accommodating.

Buyer Qualification (from Business Team’s Point of View)

When a buyer inquires about a listing, we ask them to complete and return a Buyer Profile which includes some financial information along with an executed non-disclosure agreement (NDA). We then determine whether the profile shows enough cash on hand to cover, at a minimum, the down payment required for the business inquired about. If not, before sending any confidential information, including the business identity, we contact the buyer prospect for additional information. Sometimes there are surprises – such as an undisclosed 401K with \$500,000 or a home equity line in place - which means that the buyer is financially “qualified”. If not, we attempt to interest the buyer in another business that might be a better fit. **Note: Some business brokers are now using automated systems that send the Confidential Business Review (CBR) to inquirers upon receipt of an NDA with no review of the prospective buyer’s financial profile!**

Reviewing a buyer’s financial statement is just one of a number of qualifying processes necessary to improve the chances of a closing taking place and may not even be as important as some others such as:

Buyer education, reliance on outside advisors, credit history and resolve. To survive, and be successful, a business broker must become adept at determining which buyers have the best chance of reaching the finish line, and minimizing wasted time for both the broker and the seller.

Next issue – How we at Business Team improve the odds of closing by addressing all buyer qualification aspects.

Done Deal!

Recently Sold



Septic Pumping and
Maintenance

Sale Price \$1,750,000

SOLD

BT
BusinessTeam™
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



Steady Transmission
Business

Sale Price \$400,000

SOLD

BT
BusinessTeam™
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



Scenic & Sightseeing
Transport

Sale Price \$1,500,000

SOLD

BT
BusinessTeam™
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



After-School
Programming

Sale Price \$864,900

SOLD

BT
BusinessTeam™
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



Freight Forwarding

Sale Price \$1,100,000

SOLD

BT
BusinessTeam™
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



Multi Store
Dry Cleaners

Sale Price \$550,000

SOLD

BT
BusinessTeam™
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



Semiconductor
Equipment
Manufacturer

Sale Price \$5,750,000

SOLD

BT
BusinessTeam™
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



Electric and
Construction
Company

Sale Price \$5,200,000

SOLD

BT
BusinessTeam™
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



Windows
Installer

Sale Price \$5,000,000



BT
Business Team
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



Retail Pet
and Farm Supplies

Sale Price \$2,900,000



BT
Business Team
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



Custom Signage
Company

Sale Price \$2,500,000



BT
Business Team
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



Metal Coating
and Finishing

Sale Price \$1,950,000



BT
Business Team
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



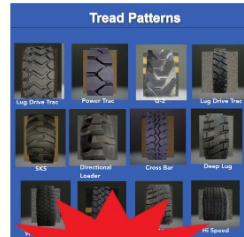
Geotechnical
Engineering
Company

Sale Price \$1,700,000



BT
Business Team
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



Industrial Tire
Retreading

Sale Price \$1,500,000



BT
Business Team
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



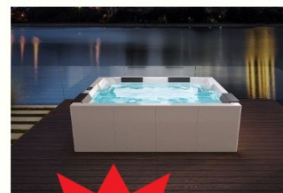
Property
Management

Sale Price \$1,350,000



BT
Business Team
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



Retail Spa and
Hot Tub Store

Sale Price \$1,050,000



BT
Business Team
Business Sales & Acquisitions
A Division of BTI Group

Businesses for Sale



**Established Rebar
Fabrication Company**

Listing #: 11229
Location: Northern California
Gross Sales \$7,689,805
Adjusted Earnings: \$533,915
Asking Price: \$2,500,000



Fire Extinguisher Service

Listing #11510
Location: San Mateo County
Gross Sales: \$247,129
Adjusted Earnings: \$135,693
Asking Price: \$339,000



Retail Home and Garden Business

Listing #:SF11499
Location: Northern California
Gross Sales: \$608,319
Adjusted Earnings: \$161,170
Asking Price: \$250,000



Laundromat

Listing #:SF11503
Location: San Francisco
Gross Sales: \$103,085
Adjusted Earnings: \$23,609
Asking Price: \$199,000



Comprehensive Auto Repair

Listing #PH11105
Location: Contra Costa County
Gross Sales: \$1,493,253
Adjusted Earnings: \$389,005
Asking Price: \$1,100,000



**Residential & Commercial Painting
Contractor**

Listing #SA11450
Location: Sacramento County
Gross Sales: \$371,262
Adjusted Earnings: \$156,655
Asking Price: \$250,000



Wholesale Boutique Bakery

Listing #:EG10960



Acoustic Measurement Mfg & Supply

Listing #:11304

Location: Lane County, OR
Gross Sales: \$387,797
Adjusted Earnings: \$84,870
Asking Price: \$325,000



Full Dry Cleaner Plant & Alterations

Listing #SA11285

Location: Placer County

Gross Sales: \$172,627

Adjusted Earnings: \$61,219

Asking Price: \$300,000

Location: Northern California
Gross Sales: \$317,882
Adjusted Earnings: \$233,904
Asking Price: \$600,000



Wholesale Bakery

Listing #SA11313

Location: Northern California

Gross Sales: \$1,690,586

Adjusted Earnings: \$363,912

Asking Price: \$1,800,000



Jersey Mike's Established Franchise

Listing #: SA11443

Location: Sacramento

Gross Sales \$708,409

Asking Price: \$900,000



Growing Data Cable Contractor

Listing #: SF11406

Location: Northern California

Gross Sales: \$1,020,046

Adjusted Earnings: \$341,227

Asking Price: \$650,000



Coffee Shop

Listing #: EG11377

Location: Portland, OR

Gross Sales: \$346,884

Adjusted Earnings: \$57,316

Asking Price: \$249,000



Boutique Online Coffee & Weightlifting Apparel

Listing #: SA11364

Location Sacramento County

Gross Sales: \$1,339,022

Adjusted Earnings: \$254,536

Asking Price: \$750,000



Leading Kitchen & Bath Cabinetry

Listing #:10740

Location: Northern California

Gross Sales: \$4,768,527

Adjusted Earnings: \$648,819

Asking Price \$2,000,000



Personal Training Gym

Listing #:11416

Location: Oakland, CA

Gross Sales: \$178,230

Adjusted Earnings: \$103,156

Asking Price \$353,000



Pest Control Company

Listing # SA11303

Location: Sacramento County

Gross Sales: \$541,975

Adjusted Earnings: \$225,886

Asking Price: \$725,000



Security Guard and Patrol Company

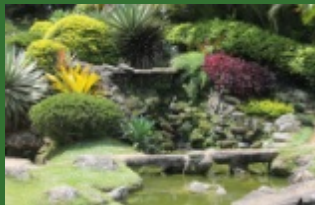
Listing # LA11341

Location: Southern California

Gross Sales: \$961,416

Adjusted Earnings: \$178,248

Asking Price: \$525,000



Award Winning Landscape

Business for Sale

Listing #:10382

Location: Northern California

Gross Sales: \$1,755,685

Asking Price: \$1,200,000



**Profitable General
Engineering Company**

Listing #: IR11227

Location: Southern California

Gross Sales: \$8,418,398

Adjusted Earnings: \$661,940

Asking Price: \$3,800,000

SEE ALL
7,100+
LISTINGS BTI

For additional information, please visit our website.
www.business-team.com

GROUP HAS
SOLD

SEE ALL LISTINGS



Lara Larkin -Editor

Associate with our Sacramento office bringing over 30 years of experience in the financial services industry to help business owners successfully exit and move on to their next chapter.

Lara@Business-Team.com

916-883-1203



Business Team | 1475 S. Bascom Ave Suite 113 | Campbell, CA 95008 US

[Unsubscribe](#) | [Update Profile](#) | [Constant Contact Data Notice](#)



Try email marketing for free today!