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- **SELECTED SOLD**
- **AVAILABLE OPPORTUNITIES**
- **BUSINESS BROKERAGE & MERGER & ACQUISITION PRACTICES**

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Business Brokerage and Merger and Acquisition Practices



By: Ian MacLachlan
President

What are the differences and in 2019 what are the choices for business owners planning to sell their companies?

Over the last four decades, Business Brokerage has become very much more professional and differences now, between lower-middle-market M&A firms and business brokers, have largely disappeared.

While the process of facilitating the sale of privately held smaller companies has evolved to the point where it is often similar whether the business is grossing \$50,000 or \$50,000,000, there are a number of different types of firms. These practitioners in business brokerage today in 2019 might be summarized as follows:

1) Real Estate Brokers

In less populated areas, this group dominates since there is usually no other resource for the business owner. Real Estate agents often have little training, in the sale of businesses and the methodology is more akin to selling a house – the least like M&A practices of any group. In metro areas many of the larger, well-known real estate companies prohibit their agents from selling businesses because their errors and omission insurance don't cover business sales.

2) Franchised Business Brokers

There are many hundred of business broker franchises throughout the US. Most are small (1-3 associates) and many use a work-at-home model. The franchisees are only loosely affiliated and tend to work independently of each other which tends to limit their reach. In many areas of the country, especially in California, co-brokering is discouraged, i.e., a listing agent will refuse to provide information to another agent who might have a buyer making it difficult-to-impossible for that agent to help his client.

Various professional organizations such as the IBBA (International Business Brokers Association) and CABB (California Business Brokers Association), understanding that such a real estate approach is not in the client's best interest, have attempted to change this attitude with no success. (One of the main reasons that multiple listing services (MLS) have dominated the residential market for so long is that they compel their members to share information and thereby make co-brokering effective).

3) Business Broker / M&A professional firms with 50+ associates

These associates all work for the same company and usually cover a large geographic region with a number of offices. Unlike the franchise model in which the franchisor has little control, the associates in the company-owned offices are required to adhere to company standards and most importantly must

facilitate co-brokering with each other which creates, in effect, an MLS service.

This is similar to the approach used by the large regional and national commercial real estate firms. As with MLS, associates in these larger brokerages have large inventories enabling them to better match a buyer's interests. Most importantly, associates can access pertinent information directly. Business sellers benefit from more competition from a larger pool of buyers.

Each of these three categories offering business brokerage / M&A services has its place and the business owner's choice of a broker will depend upon business value, locale, relationships and advisor referrals.

About Ian MacLahlan

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(408) 316-5198

Professional Affiliations:

IBBA (past board member)

CABB (past president)

Background/Experience:

Mr. MacLachlan is the President and founder of BTI Group (1981), the largest regional intermediary for small and mid-sized businesses, with over 10 offices in the Western United States and over 6,800 completed transactions. He is qualified as an expert witness in California Superior Court. Prior to founding BTI Group, Ian started a chain of motorcycle dealerships which he built into the largest Kawasaki dealer in the U.S. The experience of selling it prompted him to enter the merger and acquisition profession. He is a founder, past President, and former Director of the California Association of Business Brokers, a past Director and current member of the International Business Brokers Association, and a member of M&A Source. He is a frequent speaker at industry conferences. Ian received a degree in physics from San Jose State University.

[For more selected opportunities, click here](#)

Top 10 BTI Listings
Highest Cash Flow



[Top Bay Area Electrical Contractor](#)

Listing #:SF1098
Category:Building and Construction
Location:Northern California

Gross Sales: \$21,608,728
Adjusted Earnings: \$2,583,554
Asking Price: \$8,800,000

 [Details](#)



[Profitable, Landmark Power Sport Dealership](#)

Listing #:NV2536
Category:Dealerships
Location:Reno

Gross Sales: \$19,460,413
Adjusted Earnings: \$1,881,355
Asking Price: \$5,475,000

 [Details](#)



[Growing Sporting Goods Brand with \\$4mm+ in Sales](#)

Listing #:SF1112
Category:Wholesale & Distribution
Location:Unknown

Gross Sales: \$3,815,867
Adjusted Earnings: \$1,248,182
Asking Price: \$4,800,000

 [Details](#)



[Premier Pool and Spa Construction, Service, and Su](#)

Listing #:NV2550
Category:Services
Location:Nevada

Gross Sales: \$4,291,740
Adjusted Earnings: \$1,125,941
Asking Price: \$3,050,000

 [Details](#)



[Tree Service with Solid 20-Year Reputation](#)

Listing #:NV2555
Category:Unspecified
Location:Nevada

Gross Sales: \$1,975,403
Adjusted Earnings: \$978,570
Asking Price: \$2,895,000

 [Details](#)



[Price Reduced!](#) [Thriving Paving & Maintenance Co](#)

Listing #:NV2547
Category:Building and Construction
Location:Northern Nevada

Gross Sales:
\$4,542,402

Adjusted Earnings:
\$753,579

Asking Price:
\$2,400,000



[Details](#)



[Lucrative Disaster Restoration Services Franchise](#)

Listing #:NV2580
Category:Services
Location:Nevada

Gross Sales:
\$3,664,031

Adjusted Earnings:
\$694,768

Asking Price:
\$1,896,000



[Details](#)



[Multi-store mattress chain, cash flow \\$640K](#)

Listing #:8623
Category:Furniture & Appliances
Location:Northern California

Gross Sales:
\$3,394,335

Adjusted Earnings:
\$643,337

Asking Price:
\$2,450,000



[Details](#)



[LUXURIOUS WATER SPA ON THE PENINSULA](#)

Listing #:8281
Category:Beauty Salons and Spas
Location:Peninsula

Gross Sales:
\$821,503

Adjusted Earnings:
\$139,443

Asking Price:
\$700,000



[Details](#)



[Mountain West-Year Round Tour Company!](#)

Listing #:NV2574
Category:Services
Location:Unknown

Gross Sales:
\$1,196,194

Adjusted Earnings:
\$776,454

Asking Price:
\$2,900,000



[Details](#)

[For more selected opportunities, click here](#)

Selected Available Opportunities

230 Businesses Available



[HVAC Plumbing Contractor with Fabricating Plant](#)

Listing #:PH3955
Category:Building and Construction
Location:East Bay

Gross Sales: \$7,588,343
Adjusted Earnings: \$636,831
Asking Price: \$1,800,000



[Details](#)



[SBA Prequalified! 40+ Year Towing Company](#)

Listing #:NV2569
Category:Auto
Location:Nevada

Gross Sales: \$1,453,609
Adjusted Earnings: \$612,356
Asking Price: \$2,200,000



[Details](#)



[Established Window Covering Business](#)

Listing #:SF1081
Category:Business (or Biz to Biz)
Location:Northern California

Gross Sales: \$3,821,803
Adjusted Earnings: \$607,087
Asking Price: \$2,275,000



[Details](#)



[Exceptional Building Products Supplier](#)

Listing #:SF9956
Category:Building and Construction
Location:East Bay

Gross Sales: \$2,652,948
Adjusted Earnings: \$602,574
Asking Price: \$1,250,000



[Details](#)



[40+ Year Glass Distribution and Fabrication Co](#)

Listing #:NV2602
Category:Auto
Location:Nevada

Gross Sales: \$0
Adjusted Earnings: \$500,001
Asking Price: \$2,100,000

 [Details](#)



[Specialty Caterer in High-End Travel Industry](#)

Listing #:SF1092
Category:Catering
Location:Northern California

Gross Sales: \$1,816,963
Adjusted Earnings: \$486,558
Asking Price: \$1,600,000

 [Details](#)



[Profitable Fabrication Business](#)

Listing #:NV2612
Category:Building and Construction
Location:Nevada

Gross Sales: \$1,438,795
Adjusted Earnings: \$480,976
Asking Price: \$1,770,000

 [Details](#)

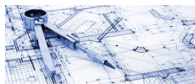


[B2B Business Furniture Distributor](#)

Listing #:SEA129
Category:Wholesale & Distribution
Location:Washington

Gross Sales: \$2,313,434
Adjusted Earnings: \$449,066
Asking Price: \$1,750,000

 [Details](#)



[Engineering Firm Owner Will Stay To Transitions](#)

Listing #:PH3939
Category:Professional
Location:East Bay

Gross Sales: \$2,090,965
Adjusted Earnings: \$439,481
Asking Price: \$1,600,000

 [Details](#)



Technical Staffing Company

Listing #:SF1116
Category:Staffing, Recruitment & Consulting
Location:Northern California

Gross Sales: \$15,998,428
Adjusted Earnings: \$438,294
Asking Price: \$1,600,000

 [Details](#)

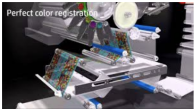


FRANCHISE BEAUTY SCHOOL W/ FEDERAL FINANCIAL AID

Listing #:8632
Category:Education and Day Care
Location:South Bay

Gross Sales: \$2,200,519
Adjusted Earnings: \$408,128
Asking Price: \$2,500,000

 [Details](#)



Profitable Printing & Graphic Arts Biz - \$402K SDE

Listing #:PH3911
Category:Publishing, Printing and Graphic Arts
Location:East Bay

Gross Sales: \$1,515,301
Adjusted Earnings: \$408,106
Asking Price: \$1,295,000

 [Details](#)



Hot Developer Opp! Architects & Engineering + RE

Listing #:SF1046
Category:Building and Construction
Location:East Bay

Gross Sales: \$1,057,489
Adjusted Earnings: \$407,138
Asking Price: \$1,200,000

 [Details](#)



Tech Savvy Electrical Contractor

Listing #:SEA128
Category:Building and Construction
Location:Seattle

Gross Sales: \$2,047,762
Adjusted Earnings: \$387,442
Asking Price: \$1,650,000

 [Details](#)



Certified Data Cable Installer

Listing #:SF1118
Category:Building and Construction
Location:Northern California

Gross Sales:
\$1,239,852

Adjusted Earnings:
\$381,852

Asking Price:
\$1,200,000

 [Details](#)



TIRES & SERVICE FRANCHISE

Listing #:8569
Category:Tire Stores
Location:Peninsula

Gross Sales:
\$2,471,016

Adjusted Earnings:
\$373,897

Asking Price:
\$1,250,000

 [Details](#)



\$342K Net Earnings makes this one Juicy!

Listing #:SA4019
Category:Building and Construction
Location:Central Valley

Gross Sales:
\$863,635

Adjusted Earnings:
\$342,113

Asking Price:
\$850,000

 [Details](#)



Lake Tahoe Resort Community Grocer

Listing #:NV2619
Category:Retail
Location:Nevada

Gross Sales:
\$4,005,445

Adjusted Earnings:
\$336,501

Asking Price:
\$990,000

 [Details](#)



Services High-Flyer! \$350K SDE + Marquis Clients

Listing #:SF1104
Category:Professional
Location:Northern California

Gross Sales:
\$760,143

Adjusted Earnings:
\$326,849

Asking Price:
\$995,000

 [Details](#)



[Auto Dealer & Repair w/Real Estate](#)

Listing #:SA3999
Category:Auto
Location:Northern California

Gross Sales: \$1,739,532
Adjusted Earnings: \$326,173
Asking Price: \$799,000

 [Details](#)



[Industrial Plating & Machine Shop](#)

Listing #:SEA133
Category:Miscellaneous
Location:Washington

Gross Sales: \$1,635,446
Adjusted Earnings: \$325,357
Asking Price: \$175,000

 [Details](#)



[Certified Data Cable Installer](#)

Listing #:SF1118
Category:Building and Construction
Location:Northern California

Gross Sales: \$1,239,852
Adjusted Earnings: \$381,852
Asking Price: \$1,200,000

 [Details](#)

Recently Sold

[Contact us for details](#)

Industry	Purchase Price	Industry	Purchase Price
Beer Garden	\$4,159,000	Gas Station	\$1,900,000
Tire Franchise	\$1,225,000	E-Waste Recycling	\$1,200,000
Cleaning Service	\$700,000	Supermarket	\$694,000
Tire Franchise	\$490,000	Italian Restaurant	\$350,000
LED Safety Lighting	\$335,000	Stamp & Engraving Company	\$225,000
Mexican Restaurant	\$200,000	Tire Supply	\$180,000
Pet Sitting/Care	\$165,000	Italian Restaurant	\$125,000
Fast Food Franchise	\$120,000	Massage & Wellness Studio	\$95,000
Pet Grooming	\$95,000	Auto Repair	\$85,000
Mexican Restaurant	\$81,000	Construction Company	\$75,000
Printing Company	\$68,750	Tanning Studio	\$60,000
Fast Food Franchise	\$55,000	Hair Salon	\$50,000
Wood and home Products	\$12,500		



Sold Announcement

E-Waste Recycling

Alameda County

Sold in March '19

Sales Price: \$1.2MM



Business Team

Sold Announcement

Tire Franchise

Contra Costa County, CA

Sold in March '19

Sales Price: \$1.2MM

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