



In This Issue

- How buying a business can be like using a dating service or app
- Recently Sold
- Available Listings
- **Become a Business Intermediary**

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

Business Team Newsletter

Fall Edition

Scroll down to see sold and new listings.

Dating Apps and Business Brokerage



By Ian MacLachlan

Buying a business can be like using a dating service or app

The more preparation and research the partner performs the greater the chance of a happy outcome. A business broker's role is very much like that of a matchmaker and can give both the buyer and seller valuable coaching and advice (experience usually derived from completing many transactions). Just like searching for a mate, the buyer should invest some time and effort to identify the desirable aspects of the business he would like to purchase. A broker with knowledge of the market can offer reality checks that will help with the process. The "Team" (buyer and broker) goal is to be able to present the buyer in a manner that will impress business sellers and give him a competitive advantage over other buyers.

Some Areas to Consider:

Process

The buyer should have familiarity with the steps that are usually taken after a decision is made to prepare an offer. This should include reviewing standard purchase agreements and discussing typical timelines and contingencies. The goal is to present an offer that is clean and concise and demonstrates to the seller that

the buyer and his broker know what they are doing and have done their homework.

Financial

Almost every business acquisition involves some credit approval, even an all-cash purchase will require landlord agreement for a new lease or consent for a transfer of an existing one. The seller, too, before he will agree to tie up his company for 2-3 months will need to be convinced that the buyer can perform. To improve the odds of acceptance of an offer the buyer/broker team should prepare a detailed buyer financial statement, which as with the offer, demonstrates to the seller that this is a serious and prepared buyer. With this, the seller and the seller's broker can also better evaluate the buyer's chances of getting a loan and landlord approval. The typical brief buyer profile, while sufficient for disclosure is inadequate for this purpose. A standard format such as used for a loan application typed and filled in completely is the bare minimum. More impressive still are attached bank statements(redacted) and W-2s. If the buyer intends to finance the business purchase, an SBA lender pre-approval is also very effective in persuading a skeptical seller.

Resume

Typically, during the development of the relationship between buyer and broker, the latter will have collected more background on the buyer and the "Team" now should construct a resume tailored for presentation to the seller along with the offer. Many business owners believe that only someone with direct industry experience would be capable of running their business so emphasis should be placed in the profile on the aspects of the buyer's background that are closest to this industry.

Buying a business can be arduous and stressful but armed with a process, financial and resume preparation the path can be greatly smoothed and results rewarding for buyer, broker and seller.

Recently Sold

Recently Sold



Drip Irrigation eCommerce Sales

Sale Price: \$3,700,000
Web: Business-team.com

BT
BusinessTeam
Business Sales & Acquisitions
A Division of BTI Group

• SOLD

Recently Sold



Waterproofing & Specialty Contractor

Sale Price: \$5,400,000
Web: Business-team.com

BT
BusinessTeam
Business Sales & Acquisitions
A Division of BTI Group

• SOLD

Recently Sold



• SOLD

Recruiting Business

Sale Price: \$59,000,000

Web: Business-team.com



Recently Sold



• SOLD

Tire Store Franchise

Sale Price: \$1,595,000

Web: Business-team.com



Recently Sold



• SOLD

Full Service Machine Shop & Fabrication Shop

Sale Price: \$1,400,000

Web: Business-team.com



Recently Sold



• SOLD

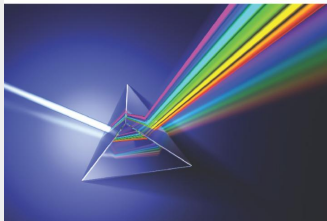
Off-Road Accessories Sales & Installation

Sale Price: \$905,000

Web: Business-team.com



Recently Sold



• SOLD

Optics Manufacturer

Sale Price: \$2,000,000

Web: Business-team.com



Recently Sold



• SOLD

CNC Machine Shop

Sale Price: \$900,000

Web: Business-team.com



Recently Sold



• SOLD

Mail Box & Shipping Service

Sale Date: 9/16/2022

Web: Business-team.com



Recently Sold



• SOLD

Pre Owned Auto Dealer

Sale Date: 8/31/2022

Web: Business-team.com



Recently Sold



• SOLD

Prime Location Tap House

Sale Date: 8/10/2022
Web: Business-team.com



Recently Sold



• SOLD

Mobile & In Shop Auto Glass Installation

Sale Date: 7/29/2022
Web: Business-team.com



Businesses for Sale



Tile & Marble Outlet

Listing #: 10446
Location: Northern California
Gross Sales: \$1,684,708
Adjusted Earnings: \$232,000
Asking Price: \$1,775,000



High End Moving, Trucking & Logistics

Listing #: 10745
Location: Northern California
Gross Sales: \$5,169,300
Adjusted Earnings: \$851,514
Asking Price: N/A



Commercial Cabinet Manufacturer

Listing #: LA10506
Location: Southern California
Gross Sales: \$3,554,180
Adjusted Earnings: \$552,218
Asking Price: \$1,800,000



High End Jewelry Boutique

Listing #: 10408
Location: Northern California
Gross Sales: \$8,752,813
Adjusted Earnings: \$1,253,056
Asking Price: \$5,250,000
2m Inventory Incl.



Retail Flooring Sales & Installation

Listing #: 10685

Location: Northern California

Gross Sales: \$3,000,000

Adjusted Earnings: \$400,000

Asking Price: \$1,950,000



Highly Profitable Kitchen Design & Assembly Business

Listing #: 10566

Location: Northern California

Gross Sales: \$10,672,974

Adjusted Earnings: \$798,899

Asking Price N/A



High Profit Independent Grocery Store

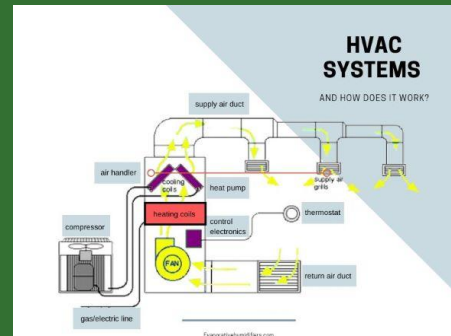
Listing #: ST10736

Location: Northern California

Gross Sales \$18,201,529

Adjusted Earnings: \$1,413,720

Asking Price: \$6,950,000



Highly Profitable HVAC Business

Listing #: PH10561

Location: Northern California

Gross Sales: \$4,414,449

Adjusted Earnings: \$1,915,313

Asking Price: \$3,500,000



Public Works/Commercial Electric & Construction Co

Listing #: SF10691

Location: Northern California

Gross Sales: \$8,716,456

Adjusted Earnings: \$968,348

Asking Price: \$3,000,000



Established Retail Furniture Store

Listing #: ST10705

Location: Northern California

Gross Sales: \$5,055,747

Adjusted Earnings: \$838,957

Asking Price: \$1,950,000



Top Bridal Shop in Bay Area

Listing #: 10781
Location: Bay Area
Asking Price: \$1,750,000



CNC Machine Manufacturer & Prototyping Service

Listing #: 10124
Location: Northern California
Gross Sales: \$1,315,436(8 Months)
Adjusted Earnings: \$693,872
Asking Price: \$3,200,000

Interested in becoming a Business Intermediary?



Contact A Team Leader

If you're interested in joining our team, please contact Belma Dizdarevic at 916-883-1200 or by email, belma@business-team.com

More information is available at: <http://www.business-team.com/about/careers.aspx>

Business Team is Expanding

Why you should join our team as a Business Broker/Intermediary

- **Large Commission's-** Commission's can exceed \$500,000
- **Independence** - Associate's are independent contractors
- **Career Satisfaction-** Help business owners achieve a fair price for their business while helping buyers realize the dream of business ownership
- **Stimulating Professional Environment** - Negotiate & Interact with a wide range of business professionals
- **Mentor Program-** New associates are partnered with a senior associate to help them quickly gain competence and confidence

For additional information, please visit our website.

www.business-team.com



[SEE ALL LISTINGS](#)



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

[Unsubscribe sharlene@business-team.com](#)

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

Sent by [jason@business-team.com](#) powered by



Try email marketing for free today!