

[View this email in your browser](#)



**Picking a Broker
by Jack Chung**



- ▶ **Selected Sold**
- ▶ **Selected Available Opportunities**



BRE #01160661

**ALL BROKERS ARE
NOT CREATED EQUAL**



**by Jack Chung, VP
BTI Group**

Over the years working as an associate at Business Team, I have heard reoccurring objections when talking to a business owner contemplating a sale. The first being "You charge too much!" and a close second is "so-and- so" is quoting me less!" These are very valid concerns as no one, including myself, wants to pay more for something when they can spend less elsewhere for the same service or product. Quite often sellers focus on the cost of services rather than the quality of services provided. We though, at Business Team know after 35 years, "All brokers are not created equal!" Below are some

questions that a potential business seller should ask before they make a decision about employing a broker:

1. How many agents do they have working under their brokerage?

Most business brokerages only have a handful of agents affiliated with the broker, which means you only have those agents actively trying to sell your business. At Business Team, we typically have 60-70 agents under our brokerage and each of them are looking to sell your business to earn a commission. This means that there's more probability that the business will have multiple offers, sell faster and for the highest price the market can bear.

2. Do you cooperate with other business brokers and share your fees?

This is a personal pet peeve of mine. I sold residential real estate before starting my career at Business Team, and cooperating with outside brokers was, and still is, the norm. I was shocked to learn that this was not the same in business brokering, even though we have the same fiduciary responsibilities under the Bureau of Real Estate. Many brokers will give some rationale for not cooperating, but it all boils down to greed. For the seller, this means that the only possible way for them to sell the business is if the brokerage they hired is able to find a buyer. This lowers the potential for multiple offers, a faster sale and ultimately limits the likelihood of the company selling at all. We at Business Team cooperate with outside business brokers and share our fees with the buyer's broker. This allows the business to be introduced to as many buyers as possible, regardless of which brokerage is representing them.

3. Do they create a comprehensive listing package?

In order for an agent to properly sell a company, she needs to create marketing material and an offering memorandums that can be shared with other agents and prospective buyers. This is a tedious and time consuming process, but extremely valuable when marketing your company. Many brokerages are more concerned with signing listing agreements to lock up a seller for a commission, instead of properly marketing the companies and locating a prospective buyer. At Business Team, we create a listing package for every company that we represent. This helps us present the seller's company in a professional manner to our prospective buyers, as well as educate our agents on the opportunity. This also allows buyers to make an informed decision on whether to pursue the opportunity without wasting the seller's valuable time in unnecessary meetings and conference calls. By the time a buyer meets with a seller he has already been educated on the seller's company and the meeting can be focused around operations and growth.

These are just a few areas that set us apart from other brokerages. We at Business

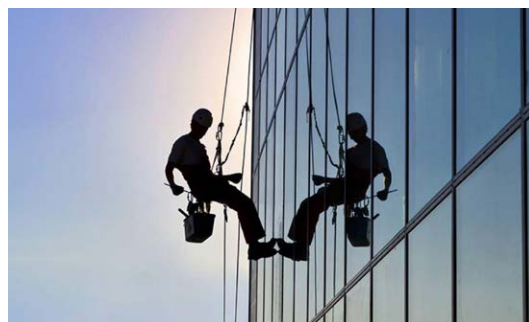
Team understand that selling a business can be one of the most important life decisions an owner will make. We believe that choosing the right brokerage will not only accentuate value and professionalism, but end in a successful sale of their company with their best interests in mind!

About Jack Chung (BRE# 01487259)

Phone: (415) 227-4411 ext 323

Email: jchung@business-team.com

Jack manages the team of agents in the San Francisco office. He has worked on a variety of transactions in many different industries, specializing in wholesale, distribution and service companies of all sizes. Jack takes a hands-on approach and is eager to learn all the different aspects of the company to better represent his client. He is involved in the opinion of market value, marketing, buyer qualification, negotiations, escrow and post-sale process. He has previously worked in telecommunications, retail, real estate and IT. Jack graduated with a BA in International Business from San Francisco State University and speaks fluent Mandarin Chinese. In his spare time, Jack loves snowboarding and cheering on the Golden State Warriors with his 3 dachshunds.



Recently Sold

Industry	Sale Price	Industry	Sale Price
Online Retailer	\$8M	Computer Service & Repair	\$325K
Manufacturing Company	\$3.5M	Dog Boarding	\$325K
Building Services	\$2.3M	Music School	\$315K
Metal Manufacturing	\$2.2M	Brewing Company	\$315K
Brewery	\$2.1M	Auto Service	\$295K
Catering	\$2M	Mortgage Loans	\$275K
Farm produce wholesale distribution	\$1.8M	Commercial & Residential Real Estate	\$275K

E-waste Recycling	\$1.5M	Restaurant & Bar	\$270K
Electronic Manufacturing Service	\$1.3M	Tire Company	\$245K
Glass & Window Sales Service	\$860K	Hearing Aid Center	\$225K
Glass & Shower Doors	\$800K	Closet Manufacturing	\$213K
Staff Placement	\$800K	Coffee House	\$210K
Gas Station	\$795K	Auto Center	\$201K
Physical Therapy	\$590K	Electronic Waste Recycling	\$200K
Limousine Service	\$575K	Deli Cafe	\$175K
Steel Fabricators	\$500K	Gently Used Designer Clothing	\$170K
Auto Service	\$500K	Home Care	\$150K
Direct Mail Advertising	\$475K	BBQ Restaurant	\$150K
Property Management	\$462K	Plant Maintenance	\$140K
Moving & Storage Company	\$450K	Mexican Grill	\$130K
Environmental Laboratories	\$440K	Bakery	\$120K
Vitamin & Nutrition Store	\$405K	Pet Resort	\$120K
Online Music Retail	\$340K	Burger Restaurant	\$110K
Chinese Restaurant	\$335K	Cafe	\$105K
Restaurant & Lounge	\$325K	Cafe	\$99K

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

Selected Available Opportunities

Currently over 190 businesses available



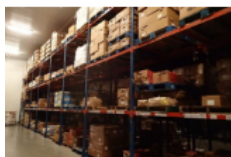
Stocking Distributor Niche Products Electronics

Listing #:8490
Category:Wholesale & Distribution
Location:South Bay

Gross Sales:
\$7,628,303

Adjusted Earnings:
\$1,917,013

Asking Price:
N/A



MEAT WHOLESALER - SALES 25MM+

Listing #:8338
Category:Wholesale & Distribution
Location:Northern California

Gross Sales:
\$25,336,631

Adjusted Earnings:
\$1,623,947

Asking Price:
N/A



On-Site Dental Services Provider
\$1.4M SDE

Listing #:SF1058
Category:Personal
Location:East Bay

Gross Sales:
 \$3,607,623

Adjusted Earnings:
 \$1,456,336

Asking Price:
 N/A



Ceramic Parts Mfg. - Nets \$1.2million

Listing #:SA3949
Category:Manufacturing
Location:Northern California

Gross Sales:
 \$3,972,695

Adjusted Earnings:
 \$1,198,046

Asking Price:
 N/A



Very Profitable Non-Union Piping Contractor

Listing #:8396
Category:Building and Construction
Location:South Bay

Gross Sales:
 \$3,265,921

Adjusted Earnings:
 \$550,658

Asking Price:
 \$1,800,000



Non-Emergency Medical Transportation

Listing #:8514
Category:Business (or Biz to Biz)
Location:East Bay

Gross Sales:
 \$2,095,039

Adjusted Earnings:
 \$714,624

Asking Price:
 \$2,200,000



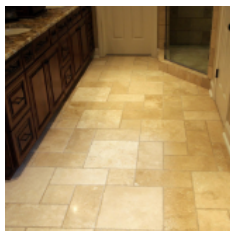
Best-of-Breed Fleet/Commercial Truck Body & Paint

Listing #:SF1028
Category:Body Shops
Location:Northern California

Gross Sales:
 \$4,206,576

Adjusted Earnings:
 \$705,632

Asking Price:
 \$2,500,000



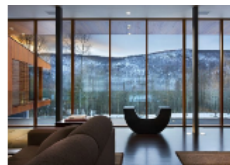
MARBLE & TILE WHOLESALE / RETAIL

Listing #:8481
Category:Wholesale & Distribution
Location:Central Coast

Gross Sales:
 \$2,654,591

Adjusted Earnings:
 \$623,821

Asking Price:
 \$1,650,000



Very Exclusive Construction Supplier

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

Gross Sales:
 \$2,652,948

Adjusted Earnings:
 \$602,574

Asking Price:
 \$1,400,000



Brea

135 South College Boulevard
Suite 200
Brea, CA 92821
Tel: (714) 987-6147
Fax: (714)482-4413
Jeffreytait@business-team.com

Long Beach

111 West Ocean Boulevard
4th Floor
Long Beach, CA 90802
Tel: (714) 987-6147
Fax: (714)482-4413
Jeffreytait@business-team.com

Monterey Bay

215 W. Franklin St. Suite 306
Monterey, CA 93940
Tel: (831) 372-5888
Fax: (831) 536-1675
monterey@business-team.com

Fresno

516 W. Shaw Ave Suite 200
Fresno, CA 93704
Tel: (800) 622-0192
Fax: (925) 666-4796
fresno@business-team.com

Los Angeles

5670 Wilshire Blvd
18th Floor, Suite 1800
Los Angeles, CA 90036
Tel: (714) 987-6147
Fax: (714)482-4413
jeffreytait@business-team.com

Pasadena

155 N Lake Ave
8th Floor
Pasadena, CA 91101
Tel: (714) 987-6147
Fax: (714)482-4413
Jeffreytait@business-team.com

Pleasant Hill

2300 Contra Costa Blvd. Suite 260
Pleasant Hill, CA 94523
Tel: (925) 609-9100
Fax: (925) 609-9994
Pamela@business-team.com

San Francisco

44 Montgomery St
Suite 3055
San Francisco, CA 94104
Tel: (415) 227-4411
Fax: (415) 930-4015
sf@business-team.com

Stockton

5250 Claremont Ave.
Stockton, CA 95207
Tel: (800) 622-0192
Fax: (925) 666-4796
stockton@business-team.com

Sacramento

3000 Lava Ridge Ct. Suite 110
Roseville, CA 95661
Tel: (916) 678-6777
Fax: (916) 678-6778
sacramento@business-team.com

San Jose

4 N. 2nd St. Suite 560
San Jose, CA 95113
Tel: (408) 246-1102
Fax: (408) 246-2219
sanjose@business-team.com

New office locations in Reno, NV and Seattle, WA

Reno

819 Riverside Dr.
Reno, NV 89503
Tel: (775) 825-3948
Fax: (775) 327-4949

Seattle

601 108th Ave NE
Suite 1900
Bellevue, WA 98004



Marion Gloege, Editor

[Subscribe to our mailing list](#)



Copyright © 2017 BTI Group, All rights reserved.