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BTI Newsletter June 2017

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▶ **Boomer's Dilemma-  
Emotional vs.  
Intellectual Conflict  
in Selling**



▶ **Selected Sold**

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# BT Business Team

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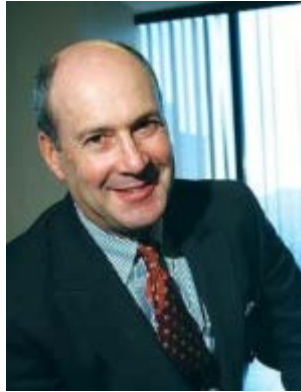
**California Association  
of Business Brokers**

**IBBA** INTERNATIONAL  
BUSINESS BROKERS  
ASSOCIATION, INC. ®



# Boomer's Dilemma-Emotional vs. Intellectual Conflict in Selling

By Richard Waxman



Having practiced business brokerage for the past 17 years, I've observed a phenomenon that is often present in any decision to sell one's business, but rarely recognized or discussed - the understandable conflict that many owners feel between the intellectual decision to sell and the emotional hold the business has upon the owner. After all this is your "baby". You've either founded the company or purchased it and have been responsible for its growth and prosperity. Your company may have your name on the front door or not, but in any case your self-identity may be inextricably tied to the business.

A common symptom of this phenomenon is that some clients sign a contract to have Business Team represent them but then take months to provide the necessary information needed to package their business. Something is holding them back. It is often this internal conflict.

You've sacrificed mightily to achieve success and now you have come to a fork in the road. Often your significant other, family, or accountant is saying it is time for you to move on, but you enjoy getting up each day and facing and meeting the challenges that small business ownership presents. For many people that routine has become a defining aspect of who they are and how they fit in with the world. So although you can find intellectual reasons for a sale-your age- you always thought you would sell when you reached "retirement" age or the business is doing fine but you could be utilizing your time more profitably in another endeavor, you are having difficulty in letting go.

There is no magic formula to resolve this dilemma, but here are some suggestions:

- 1) You might wish to consult with a trained mental health professional- preferably an industrial psychologist. She may be able to help you clarify this issue and frame it in a perspective that will allow you to make a decision you are more at ease with-whatever that might be.
- 2) Have a post-sale plan of action – perhaps spending more time on other enterprises or, if retiring, it could include more time spent volunteering for a worthy cause or sitting on a board of your favorite non-profit. In serving others, you serve yourself.
- 3) Use the additional time to improve your mind, body, and spirit. Reading, more time at the gym, and some type of spiritual practice are more readily available to you now.
- 4) Share your feelings with your spouse and family. It is important they understand your dilemma.
- 5) Don't put your business on the market until you can say honestly you are 100% committed to follow through with the process.

Richard Waxman has been a Broker Associate with Business Team since 2002. Often among the top ten producers in the BTI network, he is available for a confidential consultation re your dilemma.

**Professional Affiliations:**

California Association of Business Brokers (CABB), International Business Brokers Association (IBBA)

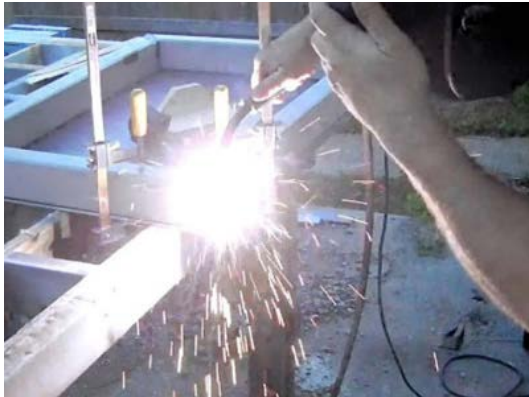
**Background/Experience:**

Consistently among the top producers in a 9 office, 120+ broker Northern California region. #1 producer in the San Francisco office three of past five years while closing on transactions whose aggregate value exceeded \$22 million. Sold first business in 1985, Licensed Real Estate Broker since 1986. Has seen over 100 transactions to successful conclusion. Member of the California Association of Business Brokers (CABB) and International Business Brokers Association (IBBA). Prior to Business Team, extensive experience as Commercial Real Estate Broker dealing with leases, land and

building sales before concentrating on business sales. Established track record in sale of wholesale distribution, manufacturing, business to business sales, and service companies. Strong suit: Negotiations-making the impossible deal, possible. References upon request.

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## Selected Available Opportunities

Contact us for details

<b>Industry</b>	<b>Revenue</b>
Gas Station	\$26,547,460
Meat Wholesaler	\$25,336,631
Transportation Company	\$6,539,265
Trading Company	\$5,814,935
Piping Service	\$4,827,051
Electrical Contracting	\$4,663,216
Floral Wholesaler	\$4,058,941
Ceramics Injection Molding	\$3,972,695
Dentist	\$3,607,623
Commercial Painting	\$3,482,035
Printing Company	\$3,466,227
Brewery	\$3,121,681
Commercial Printer	\$2,807,588
Painting Company	\$2,744,895
Tile & Marble	\$2,654,592
Steel Fabricator	\$2,389,024

Medical Transportation	\$2,359,488
Staffing Agency	\$2,188,211
Restaurant	\$2,083,889
Supply Company	\$1,972,582
Glass and Shower Installation	\$1,663,341
Bakery & Café	\$1,632,844
Fitness Studio	\$1,545,391
Mortgage Loans	\$1,469,046
Restaurant	\$1,443,435
Floor Installation	\$1,438,354
American Restaurant	\$1,432,285
Metal Manufacturing	\$1,412,864
Glass and Screen Installation	\$1,369,049
Uniform Retail	\$1,350,358
Hair Salon	\$1,305,761
Travel Agency	\$1,295,376
Cabinets and Counter Tops	\$1,277,624
Sports Bar	\$1,261,242
Lawn and Landscape	\$1,251,282
Interpreter	\$1,249,278
Hair Salon	\$1,198,247
Market & Café	\$1,189,677
Grill Pub & Casino	\$1,188,128
Dairy & Food Distribution	\$1,165,576
Motorcycle Retail	\$1,153,374
Tire Service	\$1,126,461
Tire Service	\$1,126,461
Seafood Restaurant	\$1,119,824
Heating & Air Conditioning	\$1,099,803
Builders Supply	\$1,047,698
Telecom Services	\$1,046,329
Floor Installation	\$1,041,045
Auto Repair Franchise	\$1,040,889
Auto Repair Franchise	\$1,040,889



Furniture Resale	\$963,520
Bodyshop	\$918,709
Auto Center	\$902,018
Import Auto Repair	\$900,384
Tire & Automative	\$887,083
Grill Restaurant	\$879,174
Investigator	\$878,093
Mobile Data Products	\$875,634
BBQ Restaurant	\$823,175
Recycling	\$813,331
Flower Retail	\$810,493
Grocery Store	\$798,539
Body Shop	\$792,242
Building Contractor & Engineering	\$777,771
Sport Rehab	\$771,509
Recycling	\$768,636
Food Truck	\$764,654
Restaurant	\$763,291
Hearing Aid Center	\$747,980
Color Center	\$745,759
Dog Boarding	\$743,695
Magazine / Website	\$715,368
Café	\$700,760
Spa	\$694,988
Precision Machine Shop	\$684,491
Italian Restaurant	\$662,854
Bar	\$651,670
Commercial Landscaping	\$623,947

Senior Day Care	\$612,953
Steakhouse	\$608,248
Computer Maintenance	\$606,201
Tire Company	\$600,695
Hydraulic Service for Trucks	\$594,419
Garden Maintenance	\$588,078
Internet Marketing	\$587,535
Training Franchise	\$582,985
Café	\$581,866
Bar & Café	\$576,149
Fresh Fruit Bouques	\$559,225
Medicine & Therapy	\$550,954
Mini Mart	\$550,800
Automotive	\$543,800
Toy Store	\$539,011
Cabinet and Door Hardware	\$532,584
Fast Food Restaurant	\$518,551
Catering	\$514,648
Laboratories	\$501,146
Pizza Franchise	\$497,607
Auto Repair Franchise	\$496,358
Kitchen Design	\$491,818



Tech Automotive	\$487,975
Dry Cleaner	\$482,717
Shoe Retail	\$482,458
Publishing / Magazine	\$481,054
Bar	\$477,063

Printing Company	\$475,560
Sign Manufacturer	\$467,367
Custom Cabinets	\$462,718
Cookies	\$449,291
Fingerprinting & Notary	\$446,525
Sewing	\$444,871
Auto Center	\$441,926
Fast Food Restaurant	\$434,351
Electric Company	\$433,910
Distribution	\$433,784
Bar	\$432,340
Electrical Contracting Business	\$432,331
Café	\$427,552
Hair Salon	\$423,494
Burger Restaurant	\$420,651
Nursery	\$408,686
Janitorial Cleaning	\$405,123
Copy, Print & Shipping Center	\$402,508
Windows / Doors Retail	\$397,573
Tree Care	\$387,591
Fast Food Restaurant	\$384,514
Florist	\$379,385
Mexican Grill Restaurant	\$370,837
Guardianship Services	\$358,709
Ink & Toner	\$354,190
Fast Food Franchise	\$348,359
Fast Food Franchise	\$348,359
Bar & Lounge	\$342,904
Pizza Restaurant	\$340,972
Design	\$338,130
Health Foods	\$336,794
Tile Importer	\$333,574
Frame Retail	\$333,396
Restaurant	\$325,025
Fitness Studio	\$318,350
Fastfood Franchise	\$306,596



Salon	\$300,000
Moving Company	\$299,183
Theatrical Supply	\$285,716
Dry Bar	\$282,104
Eyelashes Salon	\$278,888
Chinese Restaurant	\$278,255
Home Cleaning Service	\$277,507
Custom T-Shirts	\$276,970
Massage Therapy	\$266,788



Auto Repair	\$265,363
Fast Food	\$257,770
Translation Company	\$247,705
Business Center	\$243,093
Act Designs	\$241,313
Fitness Studio	\$231,842
Sushi Restaurant	\$227,154
Cabinet Manufacturer	\$214,470
Restaurant	\$214,293
Commercial Building Maintenance	\$199,691
Unique Investigative shop	\$191,877
Appliance Repair	\$189,674
Salon	\$184,364
Automotive Repair	\$175,585
Cafe	\$174,118
Grilling School	\$172,319
Fireplace Sales	\$164,274
Home Improvement	\$150,889

Salon	\$148,365
Jewelry & Service	\$146,282
French Pastries	\$142,381
Jeweler	\$125,000
Creative Writing for Kids	\$120,312
Glass Installer	\$116,329
Hair Salon	\$112,605
Insurance adjuster	\$110,800
Chocolate Retail	\$104,349
Mattresses	\$101,545
Senior Care	\$101,104
Senior Care	\$101,104
Sweeping Service	\$100,100
Distillers	\$96,228
Massage & Wellness	\$96,000
Chiropractic	\$89,954
Ping-Pong Club	\$83,559
Carpet & Upholstery Cleaning	\$64,224
Manufacturing	\$57,331
Carpet Cleaning	\$47,429
Upholstery Studio	\$40,308



### Recently Sold

Industry	Sale Price
Insight Manufacturing Systems	\$3,500,000
Hostistic Pet Care & Mountanview Animal Hospital	\$2,950,000
The Mixing Bowl	\$2,325,000

Columbia Recovery Group	\$2,250,000
Master Fasteners	\$2,000,000
Pokerville Market	\$1,850,000
Fresh and Best Produce	\$1,830,000
Insight Computing and Shedlight Technology	\$1,490,000
Tracking The World	\$1,348,098
Best Mexican Foods	\$1,337,500
Dive Bar	\$1,325,000
Infiniti Solutions USA, Inc	\$1,300,000
GHA Design	\$1,300,000
Support For Home	\$1,100,000
R&R Learning Center	\$1,065,000
XYZ Mailboxes	\$975,000
Alpha Market	\$960,000
Vibration Engineering Consultants	\$900,000
Stockton Wood Shavings	\$895,000
Sacramento Color Coil	\$826,500
17025 Mt. Rose Highway	\$800,000
Stodtmeister Iron	\$800,000
Best Supreme Car Wash Supplies	\$800,000
XYZ Screen Printer	\$800,000
Sea Ranch Vacation Rentals	\$750,000
Christines Upper Crust	\$739,817
Bayshore Chevron Auto Service	\$725,000
Buggy Bath Car Wash	\$720,000
Massage Heights - Folsom	\$680,000
Banner Packing	\$670,000
Ace Automotive	\$649,000
Fernley Physical Therapy	\$590,000
Blue Water Sedans & Limousines	\$575,000
WaterSystems Cleaning	\$570,000
Sports Bar & Steakhouse	\$525,000
Intelligent Office	\$510,000
SpeedDee Oil Change and Auto Service/Midas	\$500,000
Commercial Tire Co. of San Francisco	\$475,000
RSVP Bay Area	\$475,000

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**Marion Gloege**, Editor

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