

A-1 BUSINESS & PRACTICE BROKERS, INC.

HELP SHEET FOR BUYERS

Follow the steps on “*Steps To Buying A Business*” sheet.

1. There is no such thing as the “perfect business”. Working with the Business Broker, and following his advice and wisdom, can be of enormous benefit to you. Don’t be afraid to ask, “What should I do now?”
2. Deals that should happen can happen, but only with cooperation and communication, both to and from the Business Broker. Most deals that should happen do, but far too many crater, typically because of the seven major villains, i.e., the “Rule of the “7 L’s” (Leases, Lawyers, Length of time, “the Long-green or Lettuce”, Lying, Laziness and Loose ends).
3. If you really want it, and the money issue can be resolved, working closely with the Business Broker can make it happen in almost every case.
4. Be sure others involved in the deal play their proper role at the proper time, i.e., accountants help with “due diligence” (investigation of the financial books and records of the business), spouses, advisors and “friends” must be supportive; lawyers, whether escrow or private, must prepare the paperwork for closing and not offer business advice.
5. To capture the American dream is both realistic and possible, and following these unfailing and constant rules will help you buy the right business right.
6. At all time be honest and above board with your Business Broker about your level of interest, financial commitment and ability, and any other factors that could affect getting to the closing table.
7. Use your Business Broker for most everything: counselor; lending source; intermediary with seller, etc. His living is dependent on making deals that should happen actually happen.
8. If you’re not fully committed and ready to buy/own a business, it’s the wrong time. Buying a business takes time, effort, commitment and courage – always.
9. Most buyers end up purchasing a business other than what they were first interested in. A good business should be a real positive for yourself and your family, and the buying process is often a positive challenge.
10. In buying a business, most buyers are concerned with making enough income to feed their family and pay off the note. Once that note is paid off, the owners typically start making substantially more money, especially as their energies and abilities help the business to grow. Many excellent revenue-growing ideas come from the seller, so wise buyers heed them.
11. Remember always that the financial records (the “Books” or “Comic Books”) of a business typically show an incomplete and often “fuzzy” picture of the business, and that only the business, itself, reflects the true nature of the business.