

Buyer Services

SECURITY

An important advantage in buying an ongoing established business is that you, as the new owner have IMMEDIATE CASH FLOW and an ESTABLISHED CLIENT BASE. You don't have to build the business from scratch; you simply take over an existing and active business with the assistance of the owner who built it.

FINANCING

We assist you in finding funds to actually purchase the business. Banks are reluctant to finance business purchases for several reasons. First, many businesses attempt to minimize profits and maximize expenses shown on financial statements to reduce taxes. Also a bank cannot come into manage a business, as easily as they can liquidate real estate. Therefore, over 80% of business purchases are financed by the seller. If the selling owner takes back a Seller's Note from the business buyer, it demonstrates their confidence in the business. We also work with many preferred lenders who understand cash flow financing, and routinely finance business purchases, often at 100% of purchase price.

CONFIDENTIALITY

Unlike the sale of real estate or new franchises, the sale of an ongoing business is very confidential for both the seller and the prospective buyer. All inquiries are held in strict confidence, protecting both the prospective buyer and the business. This confidentiality will ultimately protect the business you purchase by preserving the client base, suppliers, and employees, and is important for a smooth transition.

YOUR A-1 BROKER CAN

- Maintain confidentiality
- Educate you through the entire purchase process
- Offer advice & consultation
- Save you time & money
- Present the facts regarding your opportunities
- Professionally handle negotiations
- Coordinate the transfer process