

## LOOKING FOR THAT "JUST RIGHT" BUSINESS?

We can find it for you! As a buyer you often need to review numerous publications and spend hours traveling and looking at suitable selected businesses.

The brokers you meet are trying to sell their listings regardless of your interests. We reverse this process and actually locate businesses prior to a seller offering his business for sale. We use your profile of the exact type of business you are searching for and work directly to fill your needs.

Our search process gives you "first shot" at a quality business based on your parameters. Best of all, "it works"!



## SEARCH METHODS

We work with the following data to accommodate "your criteria":

### Search Criteria

- \* SIC/ NAICS codes
- \* Business size (Revenue, employees)
- \* Geographical areas
- \* Buyer interests and experience

- Get alerts on businesses that never get listed
- Get preferred Pre-Listing Alerts before publishing
- Receive a focused Seller search to serve your needs
- Success Fee paid only after we find a business you buy
- Any fees paid by Seller, subtracted from Buyer fees

Tools we use to find your business:

### Search Tools

- \* Our professional contacts
- \* Targeted direct mail
- \* Targeted direct email campaigns
- \* Telephone search
- \* Newspaper advertisements
- \* Trade publications
- \* Numerous subscription databases
- \* Internet promotions

Being able to get to the main decision maker in a company is a key element of our success. A seller generally knows our reputation and recognizes our professionalism, effectiveness and commitment to confidentiality.

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## SEARCH PROCESS

We interview all prospective sellers at their place of business and evaluate the business in relationship to your search criteria prior to presenting it to you.

## PREFERRED BUYER PROGRAM

We can prepare a written appraisal on the businesses you find most interesting. After meeting with the owner, looking at the business and gathering facts for your evaluation, we will help you plan a purchase strategy and a letter of intent. Our assistance doesn't stop there. We work with you right up to the closing.

