

# **SUNBELT SERVICES, FEES AND HOW WE ADD VALUE**

**1. FORMAL VALUATION OF THE BUSINESS and/or APPRAISAL** We prepare a third party Cash Flow & Return On Investment analysis to specifically justify the highest possible asking price. We also ensure that you are not underpriced or overpriced so that you can accomplish your goal of selling your business.

**2. MAXIMIZE AND JUSTIFY THE SELLING PRICE** We utilize tools such as Analysis Software, Comparables, Business and/or Land Appraisals, Detailed Demographic Information etc. A key to selling a business for the highest price is being able to justify the selling price in a way that is understandable by a buyer's advisor.

**3. PREPARE INFORMATION NEEDED FOR THE SALE** Corporate Documents and Data, Lease review, Lease transfer and Sub-lease requirements, Tax returns, Furniture, Fixtures & Equipment Details, Franchise Agreement, Review of Asset Allocation issues.

**4. PREPARE BOUND PRESENTATION** Goal of Answering Key Questions so that Buyer will want Meeting with Seller. We focus on Upside Potential, Business Details and defending the businesses defects.

**5. MARKET THE BUSINESS FOR SALE** Your ad will appear on over 125 National Business for Sale Internet Sites, Newspaper Sites, wsj.com-Wall Street Journal, sunbeltnetwork.com etc. We utilize National Buyer Pools. The goal is to generate many buyers and not just one buyer.

**6. SCREEN BUYER PROSPECTS** All potential buyers sign a non-disclosure statement and are screened for the ability to purchase the business.

**7. ANSWER THE QUESTIONS ALL BUYERS ASK** Why are they selling? How do they justify the price? Is the income verifiable? What is the upside potential? Is the seller willing to carry or is financing available? Will it pay me a fair salary & still pay the debt service?

**8. SHOW THE BUSINESS** Prepare Seller for all Meetings with Pre-Screened Buyers.

**9. ASSIST IN NEGOTIATIONS** We handle all Negotiations which are often Detailed & Confidential.

**10. ASSIST IN DUE DILIGENCE** Contingency Sign Offs, Timing Issues, Franchisor and Landlord Issues

**11. ASSIST IN FINANCING** Qualify Business & Buyer, Promissory Note Terms

**12. ESCROW & CLOSING** Review Escrow Documents, Notes, Loans, and purchase agreement..

**13. ORDERLY TURNOVER PLAN** Give advice or make recommendation with Licensing, Tax Bonds, Utilities, Business Services, Banking, Entity Formation, Accounting, Legal Services, Insurance, Franchise Requirements, Training Plan etc.

**The Value Sunbelt Business Brokers brings often far exceeds the commission. Our COMMISSION is based on the Selling Price.**

**The seller will pay the broker the amount equivalent to Ten Percent 10% of the total selling price including inventory and receivable, if any between Seller and Buyer, net of all applicable taxes.**

**WE DO NOT GET PAID UNTIL YOU DO and there are NO UP-FRONT FEES**