



\* Member I.B.B.A.  
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## NATIONAL BUSINESS BROKERS, LTD.

*Deal with the professionals who know the importance of buying or selling.*

*National Business Brokers, Ltd.*, has a company-wide commitment to provide quality, comprehensive professional service. *National Business Brokers, Ltd.*, has brought hundreds of business owners and buyers together, serving all with integrity and professional expertise. As a sale of a business is typically multi-disciplinary, we assist with the complex legal, accounting, and negotiation issues involved. Because of our experience, we are aware of the unique considerations involved in the buying and selling process.

We compliment our comprehensive professional services with an acute awareness of current market conditions in order to assist our clients in making more informed and financially stronger transactions.

Experience has taught us that *confidentiality* and *integrity* are essential ingredients for a successful transaction.

### OUR SERVICES



#### SELLING A BUSINESS

Evaluation Consulting  
Prepare the Business Package  
Strategic Buyer Search  
Advertise the Business  
Qualify the Buyer  
Closing Facilitation



#### BUYING A BUSINESS

Develop an Acquisition Plan  
Business Search  
Market Valuation Resources  
Prepare the Purchase Offer  
Financing Introductions  
Closing Facilitation

*We have the credentials & experience to address the complexities of business transfers.*

\*International Business Brokers Association \*Institute of Business Appraisers

\*Institute of Certified Business Counsellors ·

3060 N. Academy Blvd., Ste. 200 • Colorado Springs, Colorado • 80917

Business: (719) 635-8133 • (800) 530-2295 • Fax: (719) 635-8433

Internet site: <http://www.natbiz.com>

# Selling A Business

## Evaluation Consulting

The first step to a successful sale of your business is an objective evaluation of its strengths, weaknesses and market value by a competent professional specializing in business sales.

A thorough business evaluation includes scrutinizing the financial statements to establish the actual available cash flow by reviewing owner compensation, perks, nonessential and nonrecurring expenses and owner's debt service. Assets, both apparent and expensed, must be assessed and restated to reflect true values.

Finally, the price and terms of a sale will be developed using all of the data contained in the evaluation.

## Prepare the Business Package

A comprehensive business package will be prepared emphasizing your businesses' strengths without disclosing proprietary information. We generate a presentation package that presents your business in the most attractive way possible. The business package gives the prospective buyer a detailed overview of the business.

## Strategic Buyer Search

Confidentiality is of primary concern in searching for buyers. Business owners generally cannot prospect for buyers without revealing their identity. Most sellers do not have ready access to qualified buyers. They turn to people they know or to media advertising, promoting calls which may be intercepted by employees, thus the owner's intention to sell becomes common knowledge. We provide access to a substantial number of buyers while still maintaining strict confidentiality.

## Advertise the Business

Our marketing programs ensure your confidentiality and provides maximum exposure for your business. We confidentially advertise your business in local, regional, national media and on the Internet.

## Qualify the Buyer

Buyers are pre-qualified through a purchaser's profile, detailing educational, business and financial capability. Buyers are also required to execute a confidentiality agreement before receiving any sensitive information about your business.

## Closing Facilitation

We manage all administrative procedures, licenses, inventory counts and lease assignments that may be required. We work closely with all the principals and professionals involved, and will stay with the transaction through the often difficult due diligence process to a successful closing.

# Buying A Business

A professional business broker can be helpful in many ways. We can provide you with a selection of different and, in many cases, unique businesses, including many that you would not be able to find on your own.

## Develop an Acquisition Plan

The greatest challenge facing you in buying a business is finding the best business opportunity before it is acquired by another buyer. This cannot be achieved through a scattered approach of calling every broker in town or every classified advertisement. You provide us with information about yourself, such as a resume and financial statement. The more we know about you, the more likely we can find a business you will like.

## Business Search

You and a National Business Brokers, Ltd., associate discuss and review various types of businesses and select those that appeal to you.

## Market Valuation Resources

We can provide statistical data on past sales of comparable businesses in your area of interest. This information may include the sales price of the business as a percent of gross revenue and the sales price as a multiple of the seller's discretionary cash flow.

## Prepare the Purchase Offer

With our assistance, you will be able to make an offer for the business you select. Your offer will be a "contingent offer", meaning it is nonbinding until all your conditions have been met.

## Financing Introductions

National Business Brokers, Ltd., acts as a conduit between you and our extensive pool of lenders and investors, taking the guesswork out of the funding process, therefore improving your chances of obtaining business funding or investor capital.

## Closing Facilitation

National Business Brokers, Ltd., will prepare a detailed purchase agreement. This agreement will show the total sales price, down payment, term of payout, interest rate, monthly payment, non compete terms and training period. It will also detail several warranties and contain buyer contingencies such as financial review and attorney review.

## WHY CHOOSE NATIONAL BUSINESS BROKERS, LTD.?

*At National Business Brokers, Ltd., . . .*

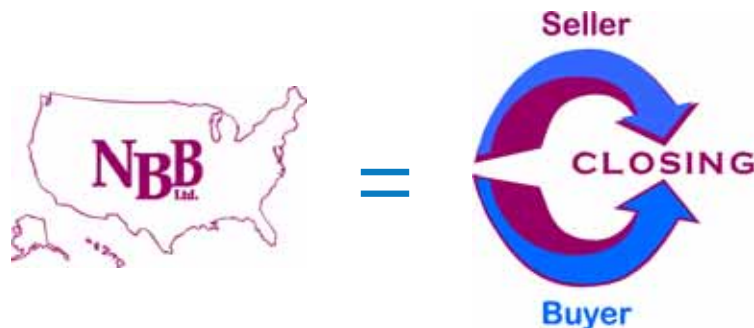
WE OFFER PROFESSIONAL ASSISTANCE AT EVERY PHASE OF THE BUSINESS TRANSACTION.

The details and procedures for buying and selling a business are many and varied. So much so, that the time and experience required to do it right, preclude even the most knowledgeable business owners from selling their business and effectively managing it at the same time. A successful transaction requires the input of skilled professionals who are experienced in, and sensitive to, the process of effectively bringing the buyer and seller together. At *National Business Brokers, Ltd.*, we understand what building the business has meant to the seller and how an opportunity, through acquisition, is perceived by the buyer. We successfully bridge the gap between buyers and seller and bring the transaction to fruition.

**EXPERIENCE:** Selling a business is a sophisticated process, demanding the highest professional standards. We have sold hundreds of businesses for clients in the retail, service, manufacturing, and distribution industries from small operations through Multi-Million Dollar corporations.

**BUSINESS KNOWLEDGE:** We will review a business operation and its financial condition. Using our knowledge, we assist in determining a fair value for the business in today's marketplace.

**MARKET EXPERIENCE:** We will prepare a profile of the business describing its history, operations and all the other positive attributes. Understanding that most privately-held businesses prepare their financial information to minimize their tax obligations and we will assist in legitimately recasting the financial information to show a prospective buyer the true cash flow for the business.



We are *“The Professionals”* and stand ready to be of service to you.

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