

# Business Team Benefits

1. Business Team has been operating since 1981 and it is the largest Business Brokerage in California. This gives us more experience plus our size means more exposure to Buyers in queue and more new Buyers.
2. We are continuously advertising in different media. This provides a constant source of new buyers who could be exposed to your business.
3. We have sold over 5,000 businesses. We have the experience to get the job done properly.
4. Any offers we get on your business will be in writing with a deposit check, proof of liquid funds for the down payment and the Buyer's Profile.
5. We screen our potential buyers. This saves you time and the buyer is more likely to complete the sale.
6. We use experienced business escrow professionals, not part time business or real state escrow agents. This helps make sure that the closing happens on schedule, all the legal requirements are met and you won't have problems later.
7. We have, along with hundreds of deal experiences through hundreds of business attorneys and the California Association of Business Brokers developed our own set of business brokerage forms. If you use a lawyer, this gives them an excellent starting point to minimize your legal expenses.
8. We represent you and act as a buffer between you and the buyers. This helps insure the confidentiality of the sale and saves you time.
9. Most of our buyers are first time buyers. First time buyers are more emotional and willing to pay more for goodwill.
10. In addition to advertising, we use active marketing with direct mail and telemarketing when appropriate. This gives us access to targeted buyers who would be more suited for a particular type of business.
11. We stay involved with the transaction through the Closing. We keep solving problems and hold your hand until the day your business is sold.
12. We only sell businesses – no real estate or loans. This means every buyer we talk with is looking for a business and is a potential buyer for your business.
13. We keep in touch with the buyer after the close of escrow and help with any problems. This means he is more likely to be successful and your note will get paid.
14. Our brokers come from many different backgrounds – small business owners, engineers, accountants, lawyers, marketing, CFO's, COO's and even one corporate CEO. Our brokers have the education, experience and knowledge to take care of the problems as they come up.

15. We conduct continuous training offered by our own staff, outside professionals, the California Department of Real Estate, California Association of Business Brokers and International Business Brokers Association. This helps us keep up to date on the latest industry practices or changes in the law that could affect our transactions.
16. All our businesses are packaged complete, making our brokers aware of all aspects of your business before showing it to a buyer. Your business is presented in a professional manner.
17. We value all our businesses on a cash flow basis so the pricing makes economic sense to a buyer. This insures that your business is priced within the market and helps get the best price.
18. We broker businesses in a professional manner. Your business will be handled properly with deadlines made and kept.
19. We cooperate with the other Business Team offices, California Association of Business Brokers members and the International Business Broker Association members. This means that thousands of business brokers throughout the world will have access to your business. Your business will get more exposure and have a higher chance of selling.
20. Our constant advertising creates a synergistic effect with buyers. This means that your business will be exposed to buyers who never considered your kind of business, not just those who called on your particular type of business.
21. We follow up with our buyers on your behalf. This protects your bargaining position and will result in a better price and terms by keeping the buyer from thinking that you are anxious.
22. We conduct the negotiating for you. This insures that personality conflicts and emotional issues don't interfere with the negotiations.
23. There are 26 full time professionals at Business Team Torrance and they are ready to go to work for you. (Many of our professionals have been with Business Team for 10 years). That's why you will have more people looking for a buyer for you than any other firm can provide.
24. Our website, [www.Business-Team.com](http://www.Business-Team.com) attracts thousands of potential buyers.