



Ready to be  
your own boss?

Wondering how to  
minimize your risk?  
Obtain financing?

Are you interested  
in offering a proven  
product or service  
at an established  
location? Enjoying an  
existing cash flow?

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**VALOREM**  
*Business Brokers*

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# BUYER BENEFITS





There are definite benefits to buying an operating business, rather than attempting to build your own from the ground up. Marketing plans and other procedures and policies are already in place, along with seasoned employees and - most importantly - existing cutters and cash flow!

Navigating the process of buying a business can be challenging and time-consuming. Although this is an exciting time, it is also a very emotional one for both buyer and seller. Many buyers are unfamiliar with the business transfer process and can easily become anxious about negotiations and feel stressed and overwhelmed with the many details involved.

As a specialist familiar with the business transfer process, Valorem Brokers offer invaluable assistance to all buyers!

Brokers with Valorem Business Brokers are professionally trained and have solid business experience. Many of our brokers have held executive positions in large corporations and have also owned and managed their own companies. Your Valorem Business brokers can save you time and money- and help you voice the frustrations and pitfalls that buyers frequently face. Your broker will ensure that information concerning the buyer, seller and the business, as well as all negotiations between parties, will remain confidential throughout the process.

Buyers can expect the broker to help simplify and streamline the business transfer process, from start to finish. Throughout the process, the broker will always be available to answer your questions and manage the flow of information between parties. They will also be able to refer other professionals who may be needed to assist with your transaction and who are familiar with the business transfer process in your locations (such as a lender for SBA financing, attorneys, and accountants).

## **IDENTIFYING PARAMETERS**

Before researching opportunities for sales, your Valorem Business Broker will spend some time to gain an understanding of your skills, interests, experience and goals. This provides important information prior to beginning the search for businesses that will meet your specific needs. We will find the right business for you!

## **LOCATING SOLID OPPORTUNITIES**

Why spend your time and energy looking at businesses that are overpriced, lack solid financial or pose other hazards? Your Business broker will carefully review opportunities and present you with businesses that meet your abilities and best suit your lifestyle. You may also be a prime candidate for a franchise. Valorem Business Brokers offers many franchises throughout the country, and Valorem Business Brokers represents a number of the emerging franchises available today.

## **ARRANGING MEETINGS AND SITE VISITS**

Scheduling appointments and site visits with sellers, as well as subsequent conference calls and meetings can be time consuming. Your Valorem Business broker will coordinate these meetings, working directly with the listing broker. This is one less chore for you, which helps maximize your time during the process.

## **ASSISTING WITH DETERMINING BUSINESS VALUE**

Your Business broker's experience and knowledge are great assets to you as a buyer entering the negotiation state of the business transfer process.

## **HANDLING NEGOTIATIONS AND THE OFFER TO PURCHASE**

Your PHP Business broker will assist in negotiating the price and terms of the business transaction as well as assist in structuring the deal. They will keep the buyer and seller focused on a smooth transaction that will be appealing to all parties. PHP Business Broker's professionals are aware of the latest laws and regulations relating to the business transfer process in your location, as well as current information pertinent to SBA financing.

## **OBTAINING THE PAPERWORK NECESSARY TO CLOSE**

PHP Business brokers across the country use standardized forms that most outside brokers, lenders and closing attorneys recognize. Utilizing forms that have stood the test of time and closed millions of dollars worth of transactions represents significant savings for the buyer. Standardized documents save money, time and energy and virtually eliminate any confusion as to terms and offers.

Don't wait another  
minute! Isn't it time to  
experience the personal  
satisfaction and financial  
independence that  
comes only from being  
your own boss?

**Contact VALOREM  
Business Brokers today to  
get started.**

## **MANAGING THE DUE DILIGENCE PROCESS**

For buyers, due diligence is probably the most important and most daunting phase of the business transfer process. It is the buyer's responsibility to request financial and other records of the business so that the buyer may research, analyze and verify this data prior to closing. Your PHP Business broker is aware of documentation buyers typically need to complete during the due diligence process.

## **WITH YOU THROUGH POST-CLOSING**

The closing is the exciting culmination of the business transfer process. It is an emotional day for the buyer and seller. Your broker is present at the closing table with you to ensure the transaction concludes seamlessly as you are present with the keys to your new business. Now that the deal is done, your PHP Business broker will assist you with any post-closing issues that need to be addressed.



**VALOREM  
BUSINESS  
BROKERS**



## VALOREM BUSINESS BROKERS

Identifying excellence in a professional business brokerage firm shouldn't be difficult. Take for example, the following criteria:

- Proven track record of successful business closings
- High closing ratios
- Ready access to buyers and sellers, both nationally and internationally
- Systems and processes to match buyers and sellers
- Highly experienced and credentialed professionals
- Membership in all significant industry associations, group listing services, multiple listing services and brokerage networks.

Valorem Business Brokers meets all of this criteria. As a result, we are one of the largest and most successful business brokerage firms, with offices conveniently located in the Southeast.

Members of the VALOREM team have been carefully recruited and selected for their high level of achievement as former CEOs, CFOs, CPAs, business owners and senior level executives in a wide range of industries and professions. But their accomplishments don't stop with their prior experience, Valorem associates receive ongoing training and support and many have subsequently received the highest awards, credentials and designations in our industry.