Slide 1 - **Cover**

**Company Logo**

**Title:** We sell businesses more effectively

**Subtitle:** We are a full-service business brokerage & M&A advisory firm in California.

With our proven strategic framework, we sell privately held businesses at a greater value and in less time.

**License Number | Address | Phone  |  Website**

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Slide 2: **Our Framework**

We’ve helped hundreds of clients to sell their business at higher value by following our strategic framework.

**Phase 1:**

**Preparation & Planning**

This phase focuses on preparing your business for sale. We believe that advanced preparation is the key to success. It makes your business more attractive to potential buyers and allows you to get the best price for it.

**Phase 2:**

**Business Valuation**

We will advise you on the best method(s) to use to determine the price range for your business, help you gather the documents and understand the key factors that drive the value of your business. Business valuation takes into consideration the business's past, current financial statements and other factors.

**Phase 3:**

**Marketing the Business**

Once we’ve established the price and overall sales strategy, we will prepare a comprehensive marketing plan and begin promoting your business to qualified strategic buyers and business brokers. To maintain confidentiality, your business name and exact location will not be disclosed.

**Phase 4:**

**Meet the buyer**

A non-disclosure agreement must be signed by all interested buyers. Your business will be exposed to a  wide range of buyers to generate competitive bids. We only work with buyers who meet the appropriate financial requirements to make the offer.

**Phase 5:**

**Offers & Negotiations**

During this phase of the process, our goal is to produce the best possible offer for your business. We will assist you in evaluating each offer with our expertise on current market trends, financing matters and business law. With years of valuable negotiation experience and negotiation training, we will help you get the best possible price and terms for your business.

**Phase 6:**

**Closing**

We will work closely with your CPA, landlord, attorney, and all relevant third parties to ensure a smooth closing.

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Slide 3: **What we do...**

**Exit Planning**

Exit planning strategy will identify the actions that need to be taken so that you can exit your business with confidence.

**Business Valuations**

By utilizing a variety of valuation methods, we will evaluate your business and determine the most probable selling price.

**Seller Representation**

With our proven strategic framework, we’ll help you to sell your business at a greater value and in less time

**Buyer Representation**

From deal sourcing to closing, we guide business buyers through the entire process to set them up for success.

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Slide 3: **Talking To Other Business Brokerage Firms?                Awesome, we *encourage* that.**

               But here are a few things that make us different…

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Slide 4: **We don’t charge upfront costs.**

We are able to deliver world class business brokerage services without upfront costs for our clients. Our fees are success-based. With a success-based pricing model, our commission is earned AFTER the business is sold.

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Slide 5: **Preparation & Planning**

Advanced preparation is the key to success. We help you to prepare your business for sale before it goes on the market. Exit planning strategy will make your business more attractive to the potential buyers and allow you to maximize the value of your business.

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Slide 6: **Technology Driven Process**

We have a proven, technology-driven process.  It allows us to effectively manage the sales transaction from every angle and move the deal towards closing faster.

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Slide 7: **Local Market & Industry Knowledge**

We’ve been selling businesses in the Bay Area and Southern California for over 30 years. We know exactly how to effectively market your business in the local market and get it in front of the right buyers faster.

Our business brokers have a strong grasp of all that goes into the acquisition, operation, and sale of businesses.

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Slide 8: **Integrity, Commitment &** **Support**

Our business model is built on transparency, integrity, and commitment. We are committed to the success of each of our clients.

The process of selling a business is complex and sometimes can be stressful.

We will be with you every step of the way from preparing business to go on the market to closing. We’ll provide you with the attention and support that you deserve.

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Slide 9: **Results**

At the end of the day, this is about selling your business at the right price to the right buyer and that’s what we do best! We have decades of experience and a proven track record of helping hundreds of business owners.

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Slide 10: **Our Core Values**

**Commitment:** We are dedicated to our clients success

**Integrity:** We are committed to perform with integrity and professionalism.

**Innovation:** We are constantly looking for ways to improve efficiency and effectiveness.

**Compassion:** Our team recognizes that selling a business is more than just a financial transaction. We guide and support our clients every step of the way.

**Results:** We motivated, passionate committed to produce the best results for our clients

**Passion:** We are passionate about small businesses and entrepreneurship.

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Slide 11: **Our Team**

**Owner:**

**Manager:**

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Slide 12: **Ready to partner with us?**

Book a time that works for you for a confidential consultation with one of our business brokers. We are looking forward to talking with you about how we can help you to achieve your goals and successfully exit your business.

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