

# BUSINESS BROKERS - Sample Profiles



Unique ID	721995991	739734699
Firm Location (City)	Franklin	Rockland
Firm Location (State)	MA	MA
Firm Location (Zip)		
Your firm's geographic range (where you will accept clients from)	Greater Boston	Throughout the greater Northeast, with the majority being from New England
General description of your firm's offerings	Valuation and sale of small companies	We specialize in business valuations and a full range of brokerage services to privately owned companies looking to sell their business. When we say, ""Trust the Experts"" we are proud that our firm has appraised and sold thousands of businesses for more than twenty years. Most of our broker's were business owners who sold their business, and we find it's valuable to have knowledge of what it feels like to be sitting on both sides of the closing table.
Specific services or niches your firm specializes in	Small companies only (under \$500K in annual earnings). Typical clients are industrial: manufacturers, distributorships, and contractors.	Our proprietary process allows us to be industry agnostic and it ensures that sellers receive the best price the market will pay for their business. As a recognized company with over 20 years' experience, we have the advantage of using a team approach when providing the full range of services including professional valuations, qualifying buyers, assist buyers in procuring funding, negotiation of terms, and final closings.
How your firm gets paid (Hourly, Modular, Commission, % of Sale Price, etc.)	Flat fee: \$2,000 for a calculation of value and \$2,000/mo. to engage to sell the company (credited against the typical 10% success fee).	While we provide consulting and other services on a retainer or hourly basis, the majority of our revenues come through our transactions. Our success is a direct function of our clients' success. We are paid a standard percentage of the final sale price.
Do you do free initial consultations? 30 mins, 60 mins?	Sure! Sure!	Absolutely. We take the time to learn about you and your business as well as the time needed for you to understand what we do and how we do it.
Number of employees in your firm	It's me, baby. :)	Nine
What makes your firm unique?	I only work with small companies that are referred.	In conjunction with our proprietary process, and proven team approach, we actively employ several 'best practice' methods in introducing an opportunity to prospective buyers without compromising confidentiality.
Minimum Client size (# of Employees / Revenue / EBITDA etc.)	n/a	There are no set minimums, and each client's opportunity is handled independently. We handle clients with revenues ranging from \$1-2M up through \$20M, although many privately owned businesses have revenues in the \$2-8M range.
Industries Services (All or Specific)	Manufacturers, distributorships, contractors, niche services companies	All
Other criteria in choosing your prospects	They must be nice. Strict No Jerks Policy. Zero jerks.	While profitability is key, we work with each client separately to help them as business owners to understand the process and options that are available in selling their greatest asset - their business.
Number of years experience in your field	11	20+
Industry Designations (CFP, CLA, CPA etc.)	MA Real Estate License	MBA
Best times to contact you		
Preferred Communication Methods	Phone Email Text	Phone Zoom / Skype etc.
Elevator Pitch / Anything prospective clients should know about you?	I am a business broker with over 20 years of experience consulting with small business owners in industrial and services industries. I specialize in helping businesspeople fully understand market conditions which allow them to make intelligent decisions as they transition forward. My client list includes an impressive array of small companies you've never heard of.	