

Buying Steps

STEP 1. Develop a "target business profile" which lists a set of specific criteria for the business you expect to acquire.

STEP 2. Locate business opportunities with the potential to grow and offer an attractive return on investment.

STEP 3. Make an appointment to see the broker for an initial introduction to the opportunity.

STEP 4. If you find the materials we presented adequate and the business to be sound, be sure to request for additional meetings to probe for more information.

STEP 5. Review the facility closely to determine how well it has been managed and maintained.

STEP 6. Upon a satisfactory personal examination of all information received you should visit an accountant for further interpretation of financial information and other pertinent tasks.

STEP 7. Request permission from seller to allow you to spend time at the operation observing and surveying customer satisfaction.

STEP 8. Determine a fair price to offer for the business. It should be noted, however, that there is no universally accepted formula for determining business worth.

STEP 9. If an agreement is reached, contact an attorney to draw up a suitable purchase agreement.

STEP 10. Review the listings we have for sale that possibly match your interests and buying criteria.