

Consulting System to Assist Individuals who want to OWN A BUSINESS

VOLUME 3

BUSINESS ACQUISITION SYSTEM™



"Partner" On-Call™
NETWORK
STREET SMART ADVISORS
SUPERIOR RESULTS

The Street-Smart Way to Buy a Business™

A Step-by-Step Guide in use by Thousands of People since 1974

Ted J. Leverette



***The Street-Smart Way to Buy a Business*®**

The program has been in use since the 1970s by thousands of people throughout America.

We offer experienced, personal counsel tailored to your circumstances. Our clients can receive these reference guides:

***The Street-Smart Way to Buy a Business*®**

***Business-For-Sale Locating & Screening System*™ and**

***Business Acquisition System*™.**

Introduction

Acquisition Planning

Business Buying Don'ts

22-step buying sequence avoids problems

Perspective on buy/sell transactions

Easy way vs. hard way to grow a business

Preliminary Analysis & Valuation

Adjustments for a realistic valuation

Fundamental financial statement analysis

Steps in appraisal and deal structure

Company analysis

Benchmarks against which to compare a business

Important financial ratios

Valuation vs. Pricing

Accurate way to compute your return on investment

Appraisal requirements of the courts & IRS

Reliable methods of valuation

Factors to VALUE a privately held company

More insight into factors that influence value

Computing the market value of the business' lease

Due Diligence & Deal-Making

Pitfalls in purchase contracts
Avoid fraudulent conveyance
Creative financing
Example of a loan application
Business plan to accompany a loan application
Tactics business sellers use to inflate market value
How to verify the tax return
How to investigate a business or a person
Four proven ways to build wealth in business
27 common business mistakes
Premise's lease
Goals to achieve in negotiating a lease
Due diligence
102 due diligence issues
Questions seller answers during due diligence
Data collection forms for due diligence
Company documents and buyer analysis
Reports & correspondence
Must-do process for a winning acquisition
Escrow – The silent partner in a business sale

The Business Buyer Advocate.

Showing People How to Buy the Right Business the Right Way

Ted J. Leverette

The Original *Business Buyer Advocate* ®

"Partner" On-Call Network, LLC

partneroncall.com

STREET-SMART RULES FOR BUSINESS BUYERS

- 1. A systematic search of the "hidden market" of sellers is essential.*
- 2. It usually does not pay to buy a loser "with potential".*
- 3. Use impeccable written and oral communication tools.*
- 4. The business owner must have a compelling reason to sell.*
- 5. If you do not have expertise, hire it; your team enhances you.*
- 6. Adhere to a specific 22-step sequence during analysis and deal making.*
- 7. Resist giving a personal guarantee on seller financing of your purchase.*
- 8. A nonbinding letter of intent should precede the purchase offer and contract.*
- 9. Obtain a third-party appraisal of value from which to negotiate price and terms.*
- 10. Don't agree to pay more than 50% of after-tax profit to service acquisition debt.*

A TESTIMONIAL

"Although most people think of the typical legal and accounting help, the notion of having an expert in the process of business acquisition is eminently sensible. Having your assessments of the issues and valuation to present to the seller during negotiations added immeasurably to my offer's credibility. Thanks again." R.B.

"Partner" On-Call Network™

STREET-SMART ADVISORS, SUPERIOR RESULTS.

"Our Business is Making Our Clients' Business MORE Valuable."