

BUSINESS-FOR-SALE LOCATING & SCREENING SYSTEM[®]



"Partner" On-Call[®]
NETWORK
STREET SMART ADVISORS
SUPERIOR RESULTS

***The Street-Smart Way to
Find the Right Business***

A Step-by-Step Guide to Accessing the Hidden Market

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

Executive summary

Plan for Your Business

How to predict your buying success

It takes money to buy a business

Creative financing

Perspective on buy/sell transactions

Typical buy/sell experience is not a pretty picture

Your business-buying risk

Feasibility of finding a profitable business

Formula for a qualified buyer

Business Buying Don'ts

Steps to get started

10 reasons why working for someone else is dumb

Is owning a business the correct choice?

Net worth you need to retire

Reasons for business ownership

Start or buy an established business?

Criteria for the business you want

Standard Industrial Classifications Guide

A seller wants information about you

Search for Your Business

Business-For-Sale Locating & Screening System™

Search letter

Preliminary Screening

Script: Initial telephone conversation with sellers

How to quickly screen sellers

How to thoroughly evaluate brokers

Purchase & sale agreements prepared by brokers

How to quickly screen bankers

Anatomy of a dumb deal

Features of a business worth buying

Catastrophic events signal a buying opportunity

Agony of liquidation

Due diligence

Vulnerabilities to detect in a business

Reasons for sale not typically disclosed by a seller

Nonbinding letter of intent to a seller or a broker

Minimizing your business buying risk

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

Find the right business using our counsel and this step-by-step guidebook. It has been in use since 1974 by thousands of people throughout North America.

The most secure investment you could make for your retirement is the business you own.

The "Business Buyer Advocacy" Competitive Advantage.

Business brokers and intermediaries serve business sellers.

We level the playing field as your Business Buyer Advocate®.

We have the only system that integrates four issues essential to buyers: search, due diligence, financing and valuation.

Most buyers can't access the best companies for sale.

Without one of our "Partners" On-Call™, you can't access much, if any, of the "hidden" market. This is where up to 80% of businesses - especially the best ones - are for sale by-owner.

Most of these owners do not advertise their business for sale, nor do they admit they are for sale to buyers they don't know.

We introduce you to these sellers. We don't represent sellers we introduce to you; we are your Business Buyer Advocate.

Businesses sold on the "public market" sell for more than they're worth due to buyer competition.

TESTIMONIALS

"I've bought and sold innumerable businesses for clients and written and lectured on the subject.

Your suggestions have proven of great value; you'll be able to help me find a great business for my next career." S.S., Attorney at Law

Your search found a winner business, one I would never have found on my own. The seller wanted more money than I cared to put down. Your deal allowed me to pay less than the asking price, putting down one-half of the requested down payment. R.S.

"Partner" On-Call Network®

STREET-SMART ADVISORS, SUPERIOR RESULTS.

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