

THE STREET-SMART WAY TO BUY A BUSINESS®

1. Avoid Buyer Competition
2. Correct Buying Sequence
3. Due Diligence
4. Pricing the Business
5. Creative Financing
6. Making the Deal



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

BUSINESS BUYER TRAINING SYLLABUS

Ted J. Leverette

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 USA, Canada and the United Kingdom.

We offer experienced, personal counsel tailored to your circumstances. Ted Leverette's books, which supplement Buyer Training, contain more facts, tips and strategies:

[How to Prepare Yourself and Find the Right Business to Buy](#)

[How to Buy the Right Business the Right Way—Dos, Don'ts & Profit Strategies](#)

[How to Get ALL the Money You Want For Your Business Without Stealing It](#)

Buyer Training Agenda

- Level the playing field
- Four-phase business buying process
- Ten most important rules
- Own a business to increase your net worth
- M&A growth strategy
- Correct business-buying sequence
- Typical buy/sell situation
- Formula for a qualified buyer
- Where to find motivated sellers
- Insight into business brokers
- Catastrophic events that signal opportunity
- Feasibility of buying a profitable business
- Worst businesses to buy
- Features of a business worth buying
- Anatomy of a dumb deal
- Pitfalls in purchase contracts
- Creative financing for a low down payment
- Due diligence
- Valuation vs. pricing
- Figuring your business buying risk
- Steps in appraisal and deal structure
- Must-do process for a winning acquisition

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

Resources for Advisors and Buyers of Small and Midsize Companies

You Can't Buy The Right Business . . . If You Can't Find It!

The Street-Smart Way to Buy a Business ® has been in use since the 1970s by thousands of people in the USA, Canada and the United Kingdom. [Ted J. Leverette](#), The Original *Business Buyer Advocate* ® offers experienced, personal counsel tailored to your circumstances.

What makes us different from brokers, appraisers, advisors and consultants is our niche. Besides inventing the concept of *Business Buyer Advocacy* ™ and knowing how to examine and value businesses, we have developed a *Street-Smart 22-Step Acquisition Sequence* ™.

- It avoids pitfalls and keeps you on track.

These resources about dealmaking are for advisors and brokers, and for people who want to know what professionals know (such as owners, buyers and sellers of small and midsize businesses).

Business Buyer Training: Learn how to buy the right business the right way, in a live, one-on-one teleconference, with a Business Buyer Advocate ®. You will get our proprietary client reference guide, *The Street-Smart Way to Buy a Business* ®

Reality Check: [Searcher and Search Evaluation](#).

LinkedIn group: [Searchers Seeking Investors or Businesses for Sale](#).

Webpage Q&A: [Tips for Searchers and Searches](#).

Articles

Podcasts & TeleSeminars

Books:

- [How to Prepare Yourself and Find the Right Business to Buy](#)
- [How to Buy the Right Business the Right Way—Dos, Don'ts & Profit Strategies](#)
- [21st Century Entrepreneur Ideas for Kids and Aspirational Adults](#)
- [How to Get ALL the Money You Want For Your Business Without Stealing It](#) (USA and Canadian versions.)