

# The Business Buyer Advocate.

Showing People How to Buy the Right Business the Right Way

**Ted J. Leverette**  
"Partner" On-Call Network, LLC  
North Palm Beach, FL  
[TedJLeverette@partneroncall.com](mailto:TedJLeverette@partneroncall.com)



**Why settle for some of the businesses for sale if you can access all of them?**

## Searcher and Search Evaluation

How well are you "selling" yourself to owners/sellers of companies?

## About Ted J. Leverette



In the 1970s Mr. Leverette, The Original Business Buyer Advocate ®, figured out how to access the "hidden" market of the best small and midsize businesses quietly for sale by-owner. This is important because most business buyers access only about

20% of the mature and profitable companies for sale, the ones represented by brokers or advertised to the general public. When those buyers find a seller on the "public" market, they are among a horde of buyers who congregate around those sellers. These buyers can cause a bidding war among themselves, so businesses can sell for more than they are worth. (Which is a good thing if you want to sell your business.)

Leverette has advised thousands clients buying, selling and improving small and midsize companies. He's trained hundreds independent professionals in *The Street-Smart Way to Become a Business Consultant*.

His books include:

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

## Let's get started!

**Helping you buy the right business the right way.**

**Already on the playing field? [Get a reality check.](#)**  
Most people searching for sellers or investors misstep during their approach to brokers, sellers and investors. Let us assess your search methodology, prospecting letter / proposal, LOI / Heads of Terms.

### **Prepare & Find Opps**

Market Research  
Acquisition Criteria  
Your Credentials  
Design Search Process  
Q&A for Interviews  
Assemble Advisory Team

### **Due Diligence**

Letter of Intent  
Rating of Key Factors  
Data Collection/Q&A  
Evaluate Opps  
Quality of Earnings?  
Pro Forma Financials

### **Creative Financing**

ROI  
Sources  
Internal Financing  
Payback Cash Flow  
Pre & Post Acquisition

### **What's It Worth?**

Industry "Comps"  
Seller View  
Buyer View  
Bank View  
Value Vs. Price

### **Deal Making**

Test for Feasibility  
Negotiate  
Purchase/Sale Contract

### **After Closing**

Seller Transition  
Post-Acquisition  
Due Diligence