

## 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*



## ***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*™.

### **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

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**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  
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