



## Ted J. Leverette

The Original  
*Business Buyer Advocate* ®



### Business Activity

Ted Leverette, in the 1970s, created the business consulting niche, [Business Buyer Advocate](#) ®. It has been evolving into a network of licensed independently owned and operated advisory practices and M&A intermediaries. They use his proprietary consulting system and trademarks to serve small and midsize businesses. Until recently all his focus was on building his consulting / licensing company. Now he is helping to build and improve the dealmaking industry. Leverette founded and runs **"Partner" On-Call Network LLC**.

He earned the **Small Business Hero Award** "for outstanding small business achievement and assistance to the community" from the Service Corps of Retired Executives Association (SCORE). Author of a bestselling book, [How to Get ALL the Money You Want For Your Business Without Stealing It](#)™ His newest book is [How to Buy the Right Business the Right Way—Dos, Don'ts & Profit Strategies](#)™. He successfully provided capital to 28 privately held firms; started and purchased numerous companies, including Business Valuation Network, Inc. He was the general partner for 8 limited partnerships. He began his career as an auditor for fraud prevention and investigation.

**Ted Leverette has helped thousands of clients and business consultants value, finance, improve, purchase, merge or sell small and midsize businesses.**

#### SAMPLE OF BUSINESS ACTIVITY —

Instructor at independent academy that provides advanced training to business brokers.  
Founder and owner of a commercial finance operation.  
Founder and president of an award-winning federal credit union.  
Provider of investment counsel and syndication for wealthy investors.  
Conducted market surveys, selling reports to large corporations.  
Numerous guest appearances on television and radio talk shows.  
Founder of a publishing company to produce his books, newsletters and board games.  
Frequent presenter of business topics to trade associations, business groups, etc.  
Director of Financial Planning for a 2,000 employee multi-division corporation.  
Founder and president of a shared services company for medical and high-tech firms.  
Founder and president of a discount buying cooperative serving large corporate members.  
Former columnist for two newspapers: *Business questions and answers*. And, *Real estate questions and answers*.  
Purchased, expanded, franchised and sold a travel services corporation with various divisions: Retail and wholesale travel agency; vocational training institute; travel agency startup counsel; franchise development.

### Books, Manuals & Special Reports

How to Get ALL the Money You Want For Your Business Without Stealing It™  
The Street-Smart Way to Start a Business™  
The Street-Smart Way to Buy a Business®  
How to Buy the Right Business the Right Way—Dos, Don'ts & Profit Strategies™  
Business-For-Sale Locating & Screening System™  
Business Acquisition System™  
Franchise Evaluation and Selection System™  
Chapter author: "The Truth about Franchises," [1999 Business Reference Guide](#), *Business Broker Press*  
The Street-Smart Way to Sell Your Business By-Owner™ (BIZFIZBO®)  
Business Profit Maximizer™  
The Street-Smart Way to Manage a Business in Crisis™  
Market Research Report on Franchising  
27 Common Business Mistakes™  
The Savvy Way to Structure & Negotiate a Commercial Lease  
Business Valuation Kit™  
Audio CD —The Street-Smart Way to Buy a Business®  
Food & Fun on the Central Coast  
The Best of the Central Coast  
The Business Buying Game™ and Trivia Bingo (Board games)

## Articles

- 1 5 tests to know if a business will fail or succeed
- 3 27 common business mistakes™
- 5 A buyer advocate can save a great deal of grief
- 7 A job or your own business?
- 9 Appraiser fosters entrepreneurs
- 11 Battlefield intelligence for business sellers
- 13 Business Buyer Advocate turns post-acquisition blues into sunny sky for business buyers
- 16 Benefits business brokers get from a Business Buyer Advocate
- 18 Business buying don'ts (400 +)
- 20 Business problems? Business solutions!
- 22 Business selling don'ts (300 +)
- 24 Bust-out scam con artists pose as business buyers
- 26 Catastrophe signals business buying opportunity
- 28 City is what city does
- 30 Co-op designed to cut costs
- 32 Cost-cutters
- 34 Developing a center of influence
- 36 Diagnosing and treating business problems
- 38 Does your organization need an entrepreneur or an administrator?
- 40 Don't let your dream of business ownership become a nightmare!
- 42 Ensuring Success Post-Acquisition
- 44 Get into business and out of the tax-paying business
- 46 How to buy a business
- 48 How to create a business plan
- 50 How to evaluate a franchise
- 52 What's my business worth?
- 54 How to evaluate purchasing groups
- 2 How to increase profit
- 4 How to perform a diagnostic exam
- 6 How to pyramid one business into many
- 8 How to raise money
- 10 How to sell a business
- 12 How to identify and attract the best buyer for your company
- 14 Integrity checkup
- 15 Is a franchise for you?
- 17 Is it better to start or buy a business?
- 19 Key terms for contracts
- 21 Lousy economy-uncertainty-wonderful opportunity
- 23 Preparing a company for sale
- 25 Preparing to buy a business
- 27 Questions, answers concerning real estate
- 29 Selecting purchasing groups
- 31 Seller — be aware!
- 33 Shared project studies record retention policies
- 35 Shared services present many obstacles
- 37 The street-smart way to buy a business
- 39 The other side of the buy/sell transaction
- 41 The price is right—or is it?
- 43 The worst of times can be the best of times
- 45 There's never been a better time to sell a business
- 47 Translation—Business Opportunity Ads
- 49 POCN Typical selling experience not pretty
- 51 What it takes to buy or start a business
- 53 When marketing fails -- what's next?
- 55 Your building lease -- beast or blessing?

## Memberships

[LinkedIn](#), [Twitter](#)

Police Benevolent Association

License, Tax & Fraud Association

SBA/SCORE volunteer counselor

Business Exchange Academy, lecturer on valuation

Community College Business Development Specialist Search Committee

Rotary Club, president. Alpha Kappa Psi (business organization), president.

Chamber of Commerce, Chair of Economic Development Comm. Founder, Small Business Counseling Service

International Business Brokers Association (I do not list businesses for sale; I was an Associate Member.)

## Education & Certifications

SCORE/SBA Business Hero award

Certified Reserve Police Officer, State of Florida

Small Business Appraisal System (The Institute of Business Appraisers)

Business Valuation for Accountants - Brokers - Appraisers (The Institute of Business Appraisers)

Certified in Business Brokerage, Business Exchange Academy (Expired license.)

The Art of Buying a Business (Trump University)

Buying and Selling a Business (Arnold Goldstein, Esq.)

Dynamic Growth strategies: How to Buy a Company (Dinan & Company)

How to Buy a Good Business with Little or None of Your money (Lionel Haines)

Financing a Business (Small Business Development Center)

Financing Washington Business (State of Washington)

How to Use Private Money Financing (National Mortgage Exchange Education Foundation)

Success & Survival Secrets for Closely Held Businesses (The Institute of Certified Business Counselors)

Tax, License & Fraud Investigation (Northwest License, Tax & Fraud Association)

Real estate and life/disability insurance licensee (Expired)

Amateur Radio (HAM) license

Vocational Teacher Education Certificate: Small Business Management (State of Washington)

University of Southern California (BS, Accounting & Finance), University of Santa Clara (MBA Program, Marketing)

## Consulting or Valuation Experience (Representative Sample)

Accounting practice  
 Advertising agency  
 Advertising specialties  
 Aerobic dance and exercise centers  
 Aircraft repair  
 Aircraft maintenance & avionics  
 Airport services  
 Alteration shop  
 Antique shop  
 Antique wholesaler  
 Apparel manufacturer  
 Apparel & accessory stores  
 Auto aftermarket manufacturer  
 Auto repair  
 Auto exhaust system repair shops  
 Auto glass replacement shops  
 Automotive dealer  
 Automobile parts & supplies-retail-new  
 Auto transmission repair  
 Bakery  
 Balloon retailer  
 Beauty (skin care) college  
 Beauty salon  
 Bed & breakfast  
 Beer distributor  
 Beverage manufacturer  
 Boat dealer  
 Bookcases, wood household-type, manufacturing  
 Bookshop  
 Bottled water delivery  
 Bottling company  
 Brake & muffler shop  
 Bread, cake, and related products  
 Building materials  
 Building supplies  
 Burglar alarm service  
 Business consulting services  
 By-owner real estate advisor  
 Cabinet shop  
 Cable television  
 Candy store  
 Candle manufacture & retail  
 Car & truck wash  
 Carpet care  
 Carpet retailer  
 Caterer  
 Ceramic landscape products  
 Ceramic tile manufacturer  
 Charter boat  
 Check cashing services  
 Children's shop  
 Clothing stores  
 Coffee roaster and distributor  
 Coffee shop  
 Collection agency  
 Comic shop  
 Commercial artist  
 Commercial interiors & furnishings  
 Commercial physical and biological research  
 Commercial paper wholesaler  
 Computers & peripherals  
 Computer Rental and Leasing  
 Computer retailer  
 Conference facility  
 Construction  
 Construction rock, sand and gravel  
 Convalescent hospital  
 Convenience store  
 Copy center  
 Cosmetics distributor  
 CPA firm  
 Crafts & ceramic supplies  
 Credit union  
 Cut stone and stone product manufacturing  
 Dairy  
 Day care center  
 Day spa  
 Delicatessen  
 Detective & guard service  
 Diagnostic Medical Imaging  
 Dies and tools, die sets, jigs, fixtures, industrial molds  
 Direct mail advertising service  
 Office supplies  
 Dental practice  
 Distribution  
 Doll museum  
 Dry cleaner  
 Dry cleaning plant  
 Durable goods  
 Electronic parts & equip, whsle  
 Equipment rental  
 Engineering services  
 Executive suite facility  
 Farm & garden machinery & equipment  
 Fast food  
 Fast-food restaurant, chain  
 Finance company  
 Finishing plants, manmade  
 Fishing vessel  
 Florist  
 Fluid meters and counting devices  
 Food distribution  
 Food processing equipment  
 Food service contract management  
 Floor covering stores  
 Frame shop  
 Franchises  
 Fruit and vegetable markets  
 Furniture manufacturer  
 Furniture rental  
 Furniture wholesale  
 Gasoline Service Stations  
 General contractor  
 Gift shop  
 Glass, wholesale & retail  
 Graphic design  
 Graphic design studio  
 Grocery stores  
 Gutter manufacturer  
 Hand and edge tool manufacturing  
 Hardware - retail  
 Health club  
 Health food store  
 Heating & a/c contractor  
 Home Health Care Services  
 Home & garden equip. repair & maint.  
 Hospital  
 Hotel  
 Housekeeping service  
 Human resource consultant  
 Ice cream parlor  
 Import/export  
 Industrial equipment manufacturer  
 Industrial equipment wholesaler  
 Industrial paper whsle  
 Industrial scales  
 Industrial welding  
 Industrial tool manufacturing  
 Industrial supply wholesaler  
 Industrial valves  
 Iron and steel forgings  
 Insurance agency  
 Interior design  
 Janitorial service  
 Jeweler  
 Jewelry & watches whsle  
 Kennel  
 Land use consultant  
 Landscape design and installation  
 Landscape maintenance  
 Laundromat  
 Law office  
 Lithography  
 Locksmith  
 Machine shop  
 Machine Tool Metal forming  
 Maid service  
 Manufacturing  
 Market research firm  
 Marketing consultant  
 Meats and meat products  
 Measuring and dispensing pumps  
 Medical center  
 Medical equipment manufacturer  
 Medical lab  
 Medical practice  
 Medical products wholesale  
 Medical transcription  
 Metal stampings  
 Mortgage company  
 Motorcycle dealer  
 Moving & storage  
 Multi-level marketing  
 Music shop  
 Nurses' registry  
 Nursing Care Facilities  
 Office & store fixtures-ex wood (mfrs)  
 Office equipment sales  
 Office furniture retail  
 Office forms  
 Office machinery rental & leasing  
 Optometry practice & optical goods stores  
 Outdoor power equipment stores  
 Paint & wallpaper retailer  
 Packaging wholesale distributor  
 Pallets & skids  
 Pet shop  
 Pet and pet supplies wholesaler  
 Pharmacy  
 Physical fitness facilities  
 Photographer  
 Photocopying & duplicating service  
 Pizza parlor  
 Plastic products manufacturing  
 Plastics materials, wholesale  
 Plumbing & heating contractor  
 Pool repair  
 Pottery manufacturer & retail  
 Power laundries  
 Process control instruments  
 Printer (Commercial)  
 Produce, fresh, retail  
 Product licensing  
 Property management  
 Pub  
 Publisher  
 Pumps and pumping equipment  
 Racquetball club  
 Radio station  
 Radiological diagnostic imaging center  
 Real estate agency  
 Real estate developer  
 Real estate franchisees  
 Real estate management  
 Repair shop: consumer electronics  
 Residential/commercial painting  
 Residential Remodeler  
 Resort  
 Restaurants  
 Retirement home  
 Reupholstery and furniture repair  
 Rockery  
 Roof truss manufacturer  
 Roofing and sheet metal work  
 RV sales  
 Saddler  
 Sandwich shop  
 Secretarial service  
 Self-insured medical plan  
 Service station  
 Sheet metal fabrication  
 Sheet Metal Works Manufacturing  
 Shipping  
 Shoe shop  
 Sightseeing tour companies  
 Sign shop  
 Silk screen printer  
 Spa retailer  
 Sporting goods  
 Sports field operator  
 Stained glass manufacturer  
 Steel foundries  
 Storage  
 Supermarket  
 Survey services  
 SUV and small truck accessories  
 Tanning salon  
 Tax Return Preparation Services  
 Telecommunications equipment  
 Telemarketing firm  
 Temporary help  
 Tire distribution  
 Tire sales  
 Towing Service, Automotive  
 Toys, hobby goods and supplies, whsle  
 Trade associations  
 Travel agency  
 Transportation equip whsle  
 Truck (commercial) sales  
 Typesetting  
 Upholster  
 Vending  
 Video rental  
 Vocational school  
 Voice processing system mfg  
 Warehouse  
 Warehousing and delivery  
 Waste collection & disposal services  
 Water company  
 Water mgmt  
 Weight (dietary) management  
 Welding supply  
 Western tack shop  
 Wholesale  
 Window & door manufacturer  
 Window coverings  
 Window washing