



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

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. His career began 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.

Numerous guest appearances on television and radio talk shows.

Founder of a publishing company to produce his books, newsletters and board games.

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

21st Century Entrepreneur Ideas for Kids and Aspirational Adults

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