

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



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



Ted 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 of people 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 to Find Opps

Buyer's Marketing Plan
Acquisition Criteria
Your Credentials
Design Search Process
Q&A for Interviews
Identify 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