

## ***Why Should I Use a Sunbelt Business Broker When I Decide to Sell My Business?***

The Sunbelt network, by its very nature, helps to ensure the quickest possible sale of your business:

**Our Name:** Sunbelt has the ability to support the sale of your business from the signing of a Representation Agreement through closing. Our awards recognize our achievements. Sunbelt has been rated the top business brokerage firm since 1995. The January 2008 edition of *Entrepreneur Magazine* ranks us as the preeminent business brokerage firm once again.

**Our Exposure:** The Sunbelt network places your business in front of a multitude of business brokers across the globe. Each Sunbelt office can confidentially access your listing and help promote the sale of your business at the best price possible. By using our proprietary website, our network is connected to an average of 12,000 business for sale listings.

**Our Edge:** A large number of brokers in Sunbelt network are former business owners or high-level managers. They understand the concerns expressed by business owners in regard to selling a business. We provide you with practical answers to the basic questions all sellers ask when considering to sell a business:

- Before I sell my business, how do I determine my business worth?
- What kind of financials do I need to provide when I sell my business?
- How do I ensure confidentiality when I sell my business?
- If I want to sell my business, what is the most effective way to find qualified buyers?
- What kind of financing is available to potential buyers?
- How do I deal with "off the books" transactions?
- How do I screen buyers?
- Will I have to carry a note when I sell my business?

**Our Method:** Everyone, from the Sunbelt franchisees to each individual business broker, is trained by Sunbelt in the specific business brokerage disciplines that produce results. Consultation on a variety of business issues is available at your request as your selling process evolves. Selling a business is an intricate process that requires a very specific expertise as well as the ability to solve problems in a practical yet creative manner. We do realize, however, that all businesses are unique and that applying a "cookie-cutter" approach to selling your business will not be the most effective method.

**Minneapolis, MN**  
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**Chicago, IL**  
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[www.sunbeltmidwest.com](http://www.sunbeltmidwest.com)

We always try to tailor our marketing and procedures to accommodate the needs of your business and your concerns. Our intent is always to keep you informed and involved in the sale of your business. We know you want the freedom to concentrate on your business while we find you the right buyer.

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