

## **SUNBELT BUSINESS ACQUISITIONS & SALES**

### Summary of Professional Service

- All activities are designed to maintain confidentiality.
- Evaluation and advice to establish the appropriate selling price and terms.
- Marketing through Sunbelt offices nationwide & six countries.
- Marketing through the Internet on our Sunbelt home page and other web sites.
- Marketing through print media including the Los Angeles Times, Ventura County Star, Wall Street Journal and other print outlets.
- Identifying potential buyers and screening them for acceptability before revealing the business name.
- Managing potential buyers to minimize disruption to the business.
- Managing the negotiations to optimize the contract price and terms.
- Coordinating the due diligence process to minimize disruptions to the business.

### **The Sunbelt System**

## Reap the benefits with Sunbelt.

Sunbelt has the resources to help locate qualified buyers for your company.

We have the top-ranked name in the industry, the worldwide association, the technology, the professional staff and the expertise to sell your business.

## **SUNBELT BUSINESS ACQUISITIONS & SALES**

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Ventura, California, 93003

[www.sunbeltnetwork.com](http://www.sunbeltnetwork.com)

[www.Khaminc.com](http://www.Khaminc.com)

Locations: Over 350 offices worldwide

### **Target Search**

## A Solid Foundation



## **SUNBELT BUSINESS ACQUISITIONS & SALES**

*A division of KHAM INC.*

**Serving all of Southern California**

Sunbelt Business Brokers Network is not only the largest business brokerage firm in the world, it is the dominant force in the industry.

*Ranked #1 by Inc. Magazine in 2001*

*Ranked #1 by Entrepreneur Magazine  
the last 8 years*

Our goal is to get agreement on a Letter of

## **Phase I**

### **Certified Valuation Report**

Conducted by an experienced, independent, appraisal firm under the USPAP standards. This Certified Valuation serves to establish a Fair Market Price for the business. The procedure is optional, but strongly recommended for businesses with a selling price greater than \$1,000,000.

### **Marketing Report Profile**

Sunbelt Business Acquisitions & Sales business marketing consultants, with the assistance of the client, will create a Professional Business Profile that presents the business in a clear and easily understandable format.

## **Phase II**

### **Worldwide Web Posting and Linking to Appropriate Sites**

Sunbelt Business Acquisitions & Sales Internet marketing group will introduce the business on the web in a confidential manner.

Sunbelt Business Acquisitions & Sales hosts our own web site in our corporate offices and we are able to rapidly respond to the needs of the client. Six other websites are also used.

### **General Advertising**

A media strategy to expose your business in a confidential manner to likely buyers will be created. Resources include The Los Angeles Times, Ventura County Star, Wall Street Journal and other appropriate print outlets.

### **Target Advertising**

Advertising the business in the appropriate trade journals and magazines.

Sunbelt will generate a list of likely buyers from within the appropriate industry. With the approval of the client, Sunbelt will approach these targets in a confidential manner to gauge their interest in a potential acquisition.

## **Phase III**

### **Buyer Screening**

Sunbelt Business Acquisitions & Sales requires that all interested buyers sign a Confidentiality Agreement prior to receiving the Business Profile or learning the name of the business.

Potential buyers are screened for possible conflicts, financial capability and level of interest. We disclose the details of the business only to those buyers meeting our pre-qualifying requirements.

### **Buyer Management**

Buyer expectations vary widely. Our experience allows us to quickly identify the needs of the buyer and, where appropriate, adapt our process or, where necessary, re-educate the buyer.

Buyers often overwhelm the seller with inappropriate requests for information or detail. Sunbelt Business Acquisitions & Sales will control the process to minimize the burden to the seller.

### **Buyer Commitment**

Once a serious buyer is provided with the necessary information to make a commitment we encourage the buyer to make an offer. Usually this is in the form of a Letter of Intent or Offer to Purchase.

Intent that is fair to both parties as well as being structured in a manner that will facilitate a smooth due diligence and closing process.

## **Phase IV**

### **Due Diligence**

This phase is particularly difficult because a buyer will now need to receive very sensitive information. Sunbelt Business Acquisitions & Sales will coordinate this activity to minimize any potential disruption to the business. We will work with the buyer to establish a manageable step-by-step guide to completing the due diligence in an efficient, timely manner.

## **Phase V**

### **Definitive Purchase Agreement**

Upon completion of Due Diligence, the process of completing the Definitive Purchase Agreement (DPA) begins. This agreement is the final binding agreement for the transaction. Sunbelt Business Brokers works with the Buyer, Seller and their attorneys to arrive at an agreement acceptable to both the Buyer and Seller. At this point, Escrow is established with an Escrow company or Attorney as applicable.

## **Phase VI**

### **Closing**

If Phase I through V were properly completed the closing is largely a ceremonial event. Both the buyer and seller have achieved their objectives and are ready to transfer the business ownership.