

**WHAT SERVICES DOES SUNBELT  
PROVIDE A PROSPECTIVE BUSINESS  
BUYER?**

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**Security**

A big advantage in buying an ongoing business is that you, as the new owner, have immediate cash flow and an established customer base. You don't have to build a business, or wait for one to grow. You simply take over an existing successful business with the present owner's assistance.

**Financing**

We assist you in obtaining financing. Banks are reluctant to finance business purchases for several reasons. First, all small businesses attempt to minimize profits shown on financial statements to reduce tax liability. Also, a bank cannot come in to manage a business if foreclosure becomes necessary. Therefore, over ninety percent of business purchases are financed by the owners, which demonstrates their confidence in the business.

**Confidentiality**

Unlike the sale of real estate or a start-up business, the sale of an ongoing business is very confidential for both the seller and the prospective buyer. All inquiries are held in strict confidence. Meetings are confidential, and we are available after hours and on weekends.

**CAN I BUY A BUSINESS IF I AM NOT A  
CITIZEN OF THE UNITED STATES ?**

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Yes, there are several possible means by which one can become a lawful permanent resident. A lawful permanent resident may work in the U.S. without any restrictions. There are other means in which a non-citizen can acquire a nonimmigrant visa. Some allow work in the U.S.; others prohibit employment. Because this is a complex issue depending on each personal situation, we refer questions to a legal specialist dealing with these unique situations.

**SUNBELT BUSINESS  
ACQUISITIONS & SALES**

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*Locations: Over 250 offices worldwide*

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**BUYING A BUSINESS**

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**SUNBELT®**

**Sunbelt Business Acquisitions &  
Sales**

*A division of Kham, Inc.*

**SERVING ALL OF SOUTHERN  
CALIFORNIA**

*Ranked #1 by Inc. Magazine in 2001  
Ranked #1 by Entrepreneur Magazine the last  
five years*

## **ADVANTAGES OF BUYING AN EXISTING BUSINESS**

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- Immediate income.
- Actual results vs. future projections.
- Trained employees in place.
- Established suppliers and credit.
- Established customers and referral business
- Existing licenses and permits.
- Training by the Seller.
- The availability of owner financing.

## **ADVANTAGES OF BUYING A FRANCHISE**

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- Known name means instant recognition.
- Proven product or service.
- Ongoing support means you are in business for yourself but not by yourself.
- Better than 90% of new franchises are successful.
- Operating system in place—all the mistakes have been made!
- Opportunity to add additional units within the franchise system.

## **THINGS A BUSINESS BUYER SHOULD KNOW**

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At Sunbelt, we are advocates of finding a business that you like and would feel comfortable managing. A business must fit your visions to be successful. An old saying in the real estate industry is..."The three most important things a buyer should look for are location, location and location." While location is important to a business buyer, be aware that track record and management round out the three components of a successful business.

Let's assume that you find a business that you like and its location is fine. But, because of poor management, the business may not show the greatest track record. Purchased for the right price and on the right terms, this business could become more successful with proper management, making it a good way to achieve your vision of being in business for yourself.

As a prospective business buyer, you will be concerned as to why the business owner is selling the business. Business owners sell for a variety of honest reasons. Besides the obvious reasons of retirement, bad health or re-location, many sellers simply tire of doing the same thing and want to move on. If it is a good business for you, the reason for the sale doesn't matter.

## **TYPES OF BUSINESSES SOLD**

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Sunbelt Business Brokers of Ventura will sell businesses that list anywhere from under \$50,000 to \$20,000,000 or more. We have many businesses that offer very attractive terms, such as low down payments and owner financing. So, even with limited resources, you still may be able to purchase a business.

Our office lists many different kinds of businesses to fit your personal interests and background. Whether you are looking for retail stores, manufacturing plants, service-oriented businesses or a variety of other business types, Sunbelt has the resources to connect you with the right match for your skills and interests.

## **WHAT DOES IT COST TO USE OUR SERVICES?**

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There is no fee or charge to a buyer. There is also no fee or charge for a seller to have a consultation with us, or for a seller to list a business for sale with us. Our compensation is in the form of a commission earned when we successfully bring a ready, willing and able buyer together with a business owner.