



ELITE EQUITY BUSINESS BROKERS

STEPS TO GETTING STARTED





ABOUT US

As business brokers we prioritize honesty and integrity. We provide our clients with the respect they deserve.

Our team is passionate about what we do, and we are committed to ensuring a successful sale of your business.





INITIAL CALL

We will connect with you at a time that is convenient for you. We want to learn more about your business and we want to tell you about our protocols and procedures. We are happy to answer any questions you may have about the process or about our company. We believe that direct communication is the best way to move forward.



DETERMINE MOST PROBABLE SELLING PRICE

Normalize Financials

We examine your financials and “add back” any personal expenses that do not pertain directly with operating the business.

Applicable Multiple

We apply a multiple to the calculated profits. The multiple is based on a number of factors including industry, size, lease terms, etc.

MPSP

The above analysis provides us with the Most Probable Selling Price range. What we believe your business will sell for.



ENGAGEMENT AGREEMENT

If the MPSP meets your expectations and requirements, we formalize our relationship by entering into an Engagement Agreement.

Agreement Overview

- We are success based - we only get paid after the successful sale of your business
- 9 month exclusive arrangement
- Definition of the sale:
 - Asking price
 - Legal entity of seller
 - Inventory included or not





MARKETING PHASE

The marketing phase begins with you filling out our Seller Information Form. This information is used to create the marketing materials.

NOTE: ALL MARKETING IS APPROVED BY YOU BEFORE IT IS USED.

EEBB WEB & SOCIAL MEDIA SITES

We add the listing to our web & social media sites. We are careful not to reveal the name of your business nor provide too much information.

CONFIDENTIAL BUSINESS OVERVIEW

We develop a business overview that describes your business. This is shared with potential buyers after a NDA is signed.

EEBB DATABASE

We maintain a database of all potential (serious) buyers and their interests. We directly contact those people who we believe would be good candidates to purchase your business.

MARKETING SITES

We advertise the listing (not revealing name, etc.) on a number of business for sale marketing sites. Our proprietary system ensures that all enquiries get a response within minutes!

VETTING & MEETING POTENTIAL BUYERS

Our job is to only introduce you to qualified buyers who have the financial means and experience to purchase and operate your business.



FINAL STEPS

LETTER OF INTENT: We will work closely with you once a LOI has been submitted and agreed to.

LIST OF REQUIRED DOCUMENTS / ACCOUNTANT: The Buyer will hire a financial advisor to complete the due diligence phase - it is extremely important that you have the required documents in place. Your accountant should provide assistance.

LAWYER: Its important that you use a qualified business lawyer - we will refer those that we have worked with in the past. The Buyer will also have their own lawyer.



CONTACT US

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