



#### Frequently Asked Questions:

1. What are the benefits of using a business broker?  
*Primary benefits include educated guidance to ensure the best results and efficiencies. Additional considerations are confidentiality, legal navigation, and accurate business valuation assessments.*
2. How long does the process take to sell my business?  
*The timeline varies but the general range we observe is between six and eighteen months. The process is often dictated by the business sector, financial performance, and asking price. It is not uncommon for us to interview fifteen potential purchasers before identifying the one who ultimately consummates a purchase.*
3. Will the sale process be made public?  
*No. Premier Business Brokers specializes in a highly confidential sales process. We are committed to the sensitivity of our client's interest and confidentiality throughout our business valuations, recommendations, and services and remain intact when marketing and promoting the sale of your business.*
4. What are my financing options as a purchaser?  
*The three most frequently used financing options include ROBS (Rollovers for Business Start-ups), conventional loans, and SBA loans. All three have different requirements and application processes depending on the purchaser's position.*
5. What is an SBA loan?  
*An SBA loan is a specific loan provided for business development. The loan is provided by a traditional lending source but comes with a partial guarantee by the Small Business Administration. The SBA is generally the only lending option when purchasing a business that is largely comprised of goodwill.*
6. Should I talk to my CPA about tax implications from a business sale?  
*The decision to talk to a tax attorney or a CPA is always recommended. It is a cost benefit trade off. However, your personal comfort level is also important. Obtaining your trusted business advisor's approval may put you at ease, so it may be worth the cost to obtain that peace of mind.*
7. Is there anything I can do in preparation for a business sale?  
*Yes. Transferability translates to higher valuations. Besides growing your top and bottom-line performance, things like SOP's, strong management, and proper key-man insurance can increase your likelihood of a sale. Our staff members have exit planning certifications and can better*

*assist you in these areas.*

8. How do you value a business?

*Most approaches to value are largely based on a function of earnings and the objective is to accurately identify the proper adjustments to cash flow. After establishing the earnings levels, the appropriate multiple needs to be sourced. Other considerations; FF&E, inventory, WIP, IP, contracts, history, licenses, and real estate.*