



Grand Rapids Business Brokerage FOR SALE

Exclusive Rights To Area Codes 616 / 269

Executive Summary

Looking for The Perfect Business Brokerage Model?

The business brokerage industry in is filled with lack of education and business brokers who are far from polished. We have mystery shopped or requested information from well over 800 business brokers and the results were very disappointing.

This brokerage territory was acquired by us for reasons available on a phone consult. This owner's past P&L is available upon request however no value has been placed on past success. The prior owner will be paid by us after the sale via the non-franchise royalties referenced below.

This business brokerage is so advanced that it is much more than a business brokerage. Now, more than ever, this the ideal time to move forward and take advantage of this proven business from Scott Radin. Getting started now by exploring our internationally acclaimed brand will help you decide on a journey to owning a successful brokerage business. It will provide lucrative earning potential, career security, a flexible work schedule, and most importantly, a career that you look forward to every day. So do not delay, the exclusivity to this territory will not last long.

Now is your time to help business owners sell his or her business in a confidential manner to qualified buyers. This Certified M&A Business Intermediary opportunity offers exciting services that provide the owners of this opportunity with high earning potential with unlimited growth. Our broker owners provide essential business services and enjoy the backing of internationally acclaimed training, comprehensive support, and the respect that comes with their brand.

Developed by business buyers and sellers, this business brokerage / intermediary opportunity revolutionizes the business brokerage / intermediary industry. The services that you will offer have never been in such high demand and you should be generating at least \$20,000 your first month and growing from there.

This business is completely turnkey. The design of this opportunity is to have you putting business sellers together with business buyers. We will do the rest. In today's visual and virtual world, we utilize our knowledge and understanding to capitalize on this new world.

FYI: There is NO cold calling or canvassing involved.

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The sale includes our \$300K GUARANTEE. If you do not net at least \$300,000 your first year, then we will make up the difference. This will be individually insured by Berkshire Hathaway. In our history, it has never been used.

About Scott Radin and Scott Radin Holdings

Since 2001, we have been the industry leader in quality business intermediary services. We are often credited with being one of the top pioneers in making business brokerage what is today.

We have a large, intertwined network of professionals with one goal – to provide quality representation of business sellers. Owner and founder Scott Radin is known internationally as a business intermediary leader and his leadership has made his companies the place to go to sell a business in a confidential manner to qualified buyers. Simply put, we do not let our brokers fail only they can fail themselves. Hence, we have no issue with the income the guarantee.

Often overlooked in the background of Scott Radin is his internationally recognized fight to get online slander websites banned. A multiple victim of online extortion himself, he still leads the charge to get these “dark web” sites removed from Google. While he played a role in getting it removed in the U.K., the fight continues in North America. He also helps victims not only fix anonymous attacks, but he also helps them use it to their benefit.

Business brokering / coaching industry leader since 2001

Buffalo NY brokerage owner 2001 – 2011 generated over \$10,000,000 in cash flow

Founder and current owner of eight industry related businesses

Trained more than 500 business brokers / coaches

Worked with more than 2,000 business owners / sellers

Worked with more than 100,000 business buyers

Consulted with more than 200 startups

Consulted on more than 50 business rehab projects

Networking contributor with a popular restaurant / bar television show

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Beware: There are many copycats out there trying to mimic our process and systems. While imitation may be the best form of flattery, we do not want you making a mistake on inferior knockoffs. There is no other brokerage that can match our processes and services.

The industry

The business brokerage industry is filled with unethical brokers deceiving business owners and business buyers. Anyone who has contacted a business broker probably knows that already. The industry in whole has a negative stigma attached to it. In addition, the industry still operates without change and they are considered old school brokers. These brokers still rely on cold calling and canvassing and networking.

The industry really has not changed in 20 years. This business is so far advanced from the old school brokerages that it has no competition. This brokerage has a philosophy geared toward building relationships rather than walls. This brokerage has marketing systems that reach virtually every business owner interested in selling WITHOUT the broker cold calling. Simply, cold calling goes against confidentiality to the core.

A business broker is hired by a business owner to sell his or her business in a confidential manner to qualified business buyers. The confidential process is the #1 reason business owners need a business broker because a public sale would destroy the business.

- Employees would look for another job
- Customers would look for alternatives
- Competition would use it as a competitive advantage

These are just a few of many reasons a confidential sale is necessary. In addition, this is not a real estate career because business brokers sell the assets and goodwill not the property. Business brokers are much more involved with their clients than real estate professionals are with their clients, so a business broker's commission is generally 10x that of a real estate broker. The average commission is 52,000 on the sale of quality businesses. Our mission statements have not changed since 2001.

- **Opportunity:** Advanced business brokering model that dominates its markets.
- **Goal** To clean up the business brokerage industry one territory at a time.
- **Solution:** Provide highly ethical and moral business brokerage services.

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- **Market focus:** Unique options for businesses based on financial situation.
- **Competitive advantage:** We have no competition to our line of services.
- **Ownership:** You would be the broker owner licensed into our systems.

This is a One Stop Shop Brokerage

This business model has raced past old school business brokers via the advanced systems geared toward understanding our digital and visual society. This brokerage also applies a soft sell approach with business owners understanding it is an emotional decision to sell. By building relationships rather than walls, word spreads that there is an advanced, highly ethical broker in this market. .

Mergers & Acquisitions Services:

Business owners with business exceeding \$500,000 in an annual cash flow.

Over the years, brokers we trained have over a 90% success rate selling these businesses.

The average commission per sale is \$110,000.

Each territory has a goal to sell two of these in year #1

Expected Revenue: \$220,000

Business Brokerage Services:

Business owners with businesses between \$50,000 to \$500,000 in annual cash flow.

Over the years, brokers we trained have over a 72% success rate selling these businesses.

The average commission per sale is \$53,000

Each territory should sell five of these in year #1

Expected Revenue: \$265,000

Business Seller Portal Services:

New and in high demand

Business owners with businesses under in annual cash flow of \$50,000

Business owners of distressed or closed businesses

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Done under a services agreement not listing agreement

Teaches them how to sell their business

100% Remote Services

The structure and processes are unique when handling these businesses.

The business owners pay \$3,000 upfront

Each territory should sell 5 of these per month in year #1

Expected Revenue: \$180,000

Business Buyer Brokering:

Representing business buyers finding businesses for sale

Representing business buyers in due diligence

The average fee on each buyer commitment is \$2,100

Each territory should get commitments on four of these per month in year #1

Expected Revenue: \$100,800

Business Financing Services:

Financing the buyers of business acquisitions

Financing business owners wanting to grow

The average referral fee on each closed loan is 4,800

Each territory should get commitments on twelve of these in year #1

Expected Revenue: \$57,600

New Franchise Sales Services:

Selling new franchises with our franchise broker

The average referral fee on each franchise sold is \$3,300

Each territory should get commitments on five of these in year #1

Expected Revenue: \$16,500

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TOTAL EXPECTED REVENUE PER TERRITORY IN YEAR ONE

\$869,900

This can easily be increased with sales agents.

Other Services That You Can Offer:

- Business startup consultation
 - Business rehab
 - Business reputation repair
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Contents Included in the Purchase

Online training in advance of live training

Live on site three day 1-on-1 training with Scott Radin

Ongoing training via a private dedicated online support platform

Comprehensive support from live support to a dedicated online support platform

Two fully optimized websites

Two fully optimized YouTube Channels

Your own streaming platform on YouTube TV

Your own podcast channel with host

Complete library of contracts and templates

Business seller leads campaigns on demand

Business owner marketing without cold calling

Access to two networks of mid-sized businesses wanting to sell

Access of a network placing all your services front and center

Use of the current marketing systems to generate leads

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- One year featuring your business on Google and Bing/Yahoo
- Distributing your for-sale business to over 6,000 buyers
- Distributing mid-sized businesses to our professional business buyer network
- A business rehab marketing package to help struggling businesses owners
- A business startup marketing package consulting with startups
- A large financing network to finance business buyers or business owners
- Setup and management of social media platforms
- Setup and management of professional media platforms
- Setup and management of digital media including YouTube Channel
- Setup and management of optimized blogs
- System to recruit sales reps / agents
- Online training system for sales reps / agents

Coming Soon – mobile app for these services

Coming Soon – advertising campaign on CNN, CNBC, Fox News and more

Coming Soon – participation in our reality show “Business Impossible”

Training Subjects

Three day live 1-on-1 training with Scott Radin. Training is done in your area. Training times are flexible and generally run 10:00 AM – 5:00 PM.

TRAINING WILL BE VIDEO RECORDED FOR YOU.

- Overview of services
- Introduction of our team members
- General terms used in the industry
- The marketing resources to generate business owner leads
- Understanding the business owner / seller
- Services analysis
 - M&A Brokering

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Business Brokering

Business Seller Portal

Business Buyer Brokering

Business Financing

Franchise Sales

The business owner / seller follow-up and first meeting (can be done remotely)

The presentation of your services

Business valuation workshop

The business M&A process

The business brokering process

The business coaching process

Objections from the business seller / owner

Understanding business buyers

Business buyer marketing – how we generate leads

Business buyer interview / qualification / non-disclosure

The business buyer process

Business buyer questions they will ask the seller

Understanding a Letter of Intent

Understanding the Purchase Agreement

Business buyers push back / objections

The other services

Meet the Broker Podcast

Demonstrations of presenting our services

Preparation and getting started

Final Q&A

Conclusion

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Support Outline

- Live and electronic support
- Live 24/7 support with Scott Radin
- Private support area in your web site
- Documents and templates
- Managed optimization of social and digital media
- Private area in your web site training sales agents
- Reviewing your businesses for sale
- The secret to getting your listings at the top of Google without paying for it
- Use of our financing network
- Virtual systems to conduct business remotely
- Podcast and blog development
- Updates to processes and services
- Yearly conference
- Anything else other than us being there

Purchase Price \$25,000 (USD)

- 50% down and 50% by the end of training.
- Support fee of 7% of gross sales for three years

Your expected ROI is 45 days.



The sale includes our \$300K GUARANTEE. If you do not net at least \$300,000 your first year, then we will make up the difference. This will be individually insured by Berkshire Hathaway. In our history, it has never been used.

Set up a consultation today at www.acquirion.com or by

Calling or Texting Scott Radin at 803 367-3985

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Legal Disclaimer

This is a licensing opportunity not a franchise. The FTC prohibits us from providing references unless the references are willing to turn over their financials to a prospective buyer of this opportunity to verify representations. Each purchaser is an independent owner, and we would never allow this nor assume the liability. The spirit of this law is well intentioned. It prohibits providing fake references. So please do not ask us to do something illegal. You should be concerned if another business opportunity is offering references. This is a shady and illegal practice to draw you in. And, it is our experience, that those offering references are made up references to bait you. We allow our nearly 20 years to speak for itself and we provide a money back guarantee with our oncome guarantee.

Proper real estate licensing is ONLY required in CA, FL, MN and WI in the states and ON in Canada.

Testimonials

As a former business buyer, this program is a game changer. Once I completed training, I realized just how bad the brokers were that I worked with- **Kenneth B in New York**

After having been burned by business opportunities before, I was highly skeptical that all the services offered could be provided for the asking price. It seemed too good to be true. I am here to tell you that it is not too good to be true - **Heather (and Dave) in California**

My spouse was so against me investing money into this business brokerage opportunity, but I did it anyway. Now she tells people that she has never seen me happier enjoying a career that I love rather than hate - **Marcus in Texas**

I consider myself skeptical and a very hard sell. Scott Radin sold me and the training was superb. I am now working with him on a national level - **David M in Ohio**

I made the mistake of buying an opportunity by another company. I since learned that that company was a cheaper knock off of this opportunity so don't make my mistake – **Alexander in Georgia**

Frequently Asked Questions and Concerns

QUESTION: What makes you different?

It starts with our philosophy that stresses building relationships rather than walls. “Business Brokers” in general have a bad reputation and deservedly so. Anyone who has worked with a broker likely knows this already. Our relationship building creates a positive reputation and a massive referral machine. Then our advanced systems using social and digital media to develop brand awareness and

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leads development. Last our structured process and support tools results in a success rate 3x higher than reported by business broker franchises.

CONCERN: I cannot speak to previously trained owners.

It is a legitimate concern however illegal for us to do so. The FTC prohibits us from providing references unless the references are willing to turn over their financials to a prospective buyer of this opportunity to verify representations. Each purchaser is an independent owner, and we would never allow this nor assume the liability. The spirit of this law is well intentioned. It prohibits providing fake references. So please do not ask us to do something illegal. You should be concerned if another business opportunity is offering references. This is a shady and illegal practice to draw you in. And, it is our experience, that those offering references are made up references to bait you. We allow our nearly 20 years and income guarantee to speak for itself and we provide a money back guarantee.

QUESTION: How long does it take to get me set up?

The comprehensive infrastructure that we build for you takes about a week to get set up. Not only are we building in your social and digital media platforms, but we also build your YouTube channel starting with 10 individualized videos. We also customize your web site for optimization. Prebuilt web sites cannot be optimized. The good news is that we can start the setup before training to expedite your launch.

CONCERN: The state of things now is not conducive to business transactions.

It is opposite. The economic climate has created more business than ever before. The Business Seller Coaching service is needed by upwards of 30% of business owners needing to cash out. The reality is that we do better in a struggling or unstable economy. Business buyers are more active seeking self-employment opportunity and business sellers escalate his or her retirement plans,

CONCERN: There are many other brokers in the market.

Not really. We are so unique that we have no competition. Review #1 question above.

QUESTION: How many brokers have you set up?

Over 500 brokers trained and setup since 2001 across five countries.

CONCERN: I do not know anything about social or digital media.

You do not need to. Our team of young professionals manages it for you.

QUESTION: Are all these platforms set up in my name or Scott Radin?

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All marketing and media platforms are set up under your business name with leads coming to you.

QUESTION: Who makes the best broker?

There is no specific background rather than the individual's ability to follow process and system. They are someone who enjoys building relationships. The top background of someone joining our team is someone who had such a business experience with a business broker (s) that they thought they could do better.

QUESTION: Do I co-broker with other brokers having to share my commission?

You can but we highly encourage you not too. Not only are the majority of brokers unethical, but they will try and steal your business listing. Plus, with confidentiality in play, you are taking a risk.
