

# Businessbroker

The authority on buying and selling businesses

VOLUME 12, ISSUE 3

## BORROW ONLY WHAT YOU CAN AFFORD

Keeping within your limit

Can bed mates be successful business partners?

## FINANCING A BUSINESS PURCHASE

Important factors to consider, who you should be talking with and who to be wary of

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*Aaron Toresen, Managing Director*

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 Private Tertiary Establishment \$4.5M  
 Services \$15M

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 Manufacturing/Distribution \$3M  
 Import Distributor \$1.5M  
 Services \$1.75M  
 Services \$3.25M  
 Import Wholesale \$1M  
 Leisure/Entertainment \$1.5M  
 Transport \$750K  
 Manufacturing/Retail \$3.4M  
 Services \$2.3M  
 Import/Export/Wholesale \$4.8M  
 Accommodation \$1.3M  
 Accommodation \$1.8M  
 Accommodation \$2.3M

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## WELCOME FROM THE DIRECTOR

Aaron Toresen is the Managing Director of LINK throughout NZ, Australia and South Africa through a successful franchise network. Competitive and solutions focused, he is also acutely aware of the value of long term relationships in business. If you would like to join LINK contact Aaron on 09 579 9226 or aaront@linkbusiness.co.nz

Buying a business is likely to be one of the most significant transactions a person will make in their lives. A new business owner will probably also spend as much time in or on their new business as they will at home for the first few years. So when it comes to choosing a business it's important to get it right. This doesn't just mean buying the right type of business, but also insuring that the repayment of any finance required is manageable. There is no point managing to leverage yourself into a business only to find you can barely afford repayments and subsequently the business is at risk. The key point is to find a business that you can buy within your means. You are far better to buy something at a lower cost and build it up or add on to it, than to take off with a hiss and a roar only to find yourself grinding to a halt under the weight of debt.

This issue of *Business Broker* will give you some interesting insights into business lending and some of the considerations around financing a business



purchase. If you are looking to buy a business, look at some of the featured businesses in this magazine, or the hundreds more that we have online at linkbusiness.co.nz.

If you are considering selling, now is definitely the right time, and our brokers are waiting for you to contact us. Confidentiality is always assured.

Sincerely,

**AARON TORESEN**  
MANAGING DIRECTOR

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# PLANNING A BUSINESS PURCHASE

Buying a business may seem daunting at first, but with a little forethought, you can bring clarity to the process and make it a learning experience and a chance to ask yourself some big questions. The following are suggestions for an orderly approach, and you may be surprised at how simple this can be with a little preparation and understanding. The best thing you can do is jot down some simple notes around these key points as it will help you get your head around the steps and also get you thinking about why you are buying a business and what is really important to you.



### 1. WHY AM I BUYING A BUSINESS?

The answer to this question will be subtly different for just about every purchaser. Perhaps you are tired of working for someone else, and want to be the master of your own destiny. Many purchasers are looking to be self-employed and have a business that can provide a reasonable income relative to their expectations. Others will be looking at the purchase purely on its

merits as an investment and will be focussed on whether the business can be (or is) run under management with limited owner input. Often in the latter case, the type of business is less important than the return on investment and ability to add value in the medium or long term. Other purchasers are looking for businesses to add to an existing business (growth through acquisition) as this is often a more rapid means of gaining market share and/or adding additional services or products. So it is important to be clear about what you are trying to achieve when buying a business. And remember; the perfect business probably doesn't exist, so be prepared to compromise and decide what are must haves and nice to haves, and be prepared to forego some of the latter.



### 2. WHAT TYPE OF BUSINESS DO I WANT?

If you want the search for a business to be effective and efficient put some thought into this question before you start. You might prefer to approach this from the other direction and ask "what kind of business do I not want to own"? Either way, an important step is to identify your strengths, and identify the type(s) of business that

are most suitable. It may be broader than a single industry but should be as narrow as you can make it if you want to find your way through the thousands of businesses available in New Zealand at any one time. Location will always be an important factor, but if this is a lifestyle decision, you might consider moving further outside your comfort zone.



### 3. WHAT CAN I AFFORD?

This question might be better framed "what do I need to invest"? As it is not necessarily a matter of paying the most you can! The key point is what can you pay comfortably, allowing for any interest and principle repayments, to achieve the outcome you want. This will obviously vary depending on each business you look at and the real or perceived risks associated with each,

combined with its historical performance. Again, you need to start with a realistic price band and concentrate your search within these parameters. So many first time purchasers when asked by us how much they would like to invest, reply the same way; "it depends!" Presumably this means it depends on the return you can expect. That's fair enough, but with when searching for businesses ranging from \$5,000 to \$50 million dollars, a more definitive price band is needed. So when you start searching you should have a price band that you believe is realistic and affordable. If you are expecting (and can afford) to pay around \$400,000 for a business, then we would suggest a search band of \$300,000 to \$450,000 for example.



### 4. HOW DO I FINANCE A BUSINESS PURCHASE?

While banks have certainly softened their lending criteria of late and are quick to tell you how much money they have to lend, they are still more cautious than they were pre-GFC (Global Financial Crisis). Banks will often look at the borrower with as much importance as the security, when making their decision. Does the buyer have

experience in this industry sector? Do they have management or marketing experience? Has the buyer owned a business before? Who will manage the business? So be prepared to present yourself to the bank in the best possible light and think these issues through beforehand. Banks do not have written guides on the lending criteria as it depends on many factors; the buyer themselves, available security, cash-flow, plant and asset value, industry sector etc. Visit your bank very early on, start making discussions around what you are likely to be able to borrow and what security you are likely to need. Do not leave this to the last minute, you may have some work to do to satisfy the bank and you will also be in a stronger position to negotiate if you are confident about financing the acquisition.



### 5. WHEN DO I WANT TO START RUNNING MY OWN BUSINESS?

This is more important than you might think. You must consider current commitments, location, financing, family etc. Be realistic and if you aren't likely to buy a business within the next six months, you are better off researching available businesses online, and getting clear on your wants and needs. Business brokers will struggle to assist you if

you are buying too far out, as the businesses currently available will most likely be gone by the time you are ready to purchase. It is a good idea to register for email updates of suitable businesses, as this will help you to focus on your key requirements and preferred businesses while learning more about values. If you are ready to purchase in the next six months, then start communicating with a broker sooner rather than later.

You might prefer to approach this from the other direction and ask "what kind of business do I not want to own?"



### 6. WHO WILL MAKE THIS DECISION?

If you are married or in a long term relationship, it may be that you will be consulting your partner on this decision. If you are in an existing business, it may be partners, directors or shareholders that you need to satisfy. In all cases, the sooner you start planning the decision and be clear around expectations the better. Make sure

significant decision makers are involved in all the aspects discussed here, so you are aligned and working on the acquisitions as a team.

This article was written by Aaron Toresen, Managing Director of LINK Business Franchising; Level 1, 401 Great South Road, Ellerslie, Auckland.

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# FINANCING YOUR BUSINESS PURCHASE

## BANK FINANCE

With the global financial crisis showing little sign of coming to an end overseas and with retail buying power uncertain and under pressure banks are more risk averse. In considering applications for loans for business acquisitions banks are placing greater emphasis on a buyer's ability to service the loan. The value of moveable property (including goodwill, equipment and chattels) is not being regarded of significant value for loan security purposes except perhaps in the case of a well established franchise system where the bank has built up confidence in the system through benchmarking financial performance of franchised outlets which are or have been its customers.

Usually collateral security will also be needed to support bank financed acquisition and this collateral is typically a mortgage over fixed property (e.g. the borrower's home) with sufficient unencumbered equity value.

While now is not the easiest time to be looking for finance for the purchase of a business generally speaking the best first step in the quest for finance is your bank as it knows you and is likely to be the cheapest and least complicated option.

In addition to the bank's other requirements a very important one will be for complete up to date financial statements and management accounts. This is relevant to the ability of the business to service the borrowing so you should insist on these being produced before entering the agreement for sale and purchase (under protection of a confidentiality agreement) or if that is not possible then during due diligence.

Given the financial climate buyers may have to think laterally when looking to fund a business purchase and the following are some other possible sources of finance:

## SUPPLEMENTAL SECURITY

Where a loan application to a bank is likely to fail for lack of ability to service the loan and/or the low value of the property offered as collateral, the following are possible remedies:

- (a) if value of the security is too low a third party with unencumbered property puts it up as collateral for a period in return for a fee; and/or
- (b) if debt servicing is the issue, a third party with a good income stream (perhaps from properties or securities) assigns that income stream (or part of it) to the bank for a period in return for a fee.

## VENDOR FINANCE

If a bank is prepared to provide some finance but it is insufficient the seller may be prepared to leave money in the business and, if so, is likely to want similar security to the bank – so the seller is likely to accept security ranking after the bank unless the bank is agreeable to some postponement of its priority. Also if the bank is the prior security holder its consent will usually be needed for the grant of the second ranking security proposed to be given to the vendor.

In this type of financing the seller would not usually be involved in the business unless there is default in the repayment terms when it might then have the right to resume management and control of the business (including the right to charge a fee for carrying out this management function). This is quite a risk for the purchaser.



## SECONDARY FINANCIERS

There are businesses which offer funding on a commercial basis and whose commissions, interest rates, requirements and reputations vary widely.

## VENTURE CAPITAL

Where a venture capital investor (VC) usually provides finance by subscribing for shares in the company which buys the business. The shareholding is usually a minority interest i.e. less than 50% of the issued shares. The VC would not be involved in the day to day running of the business because one of the main reasons for its investment is confidence in the management team of the buyer. For its protection a VC would usually be entitled to have a director on the Board and a right of veto on important areas of the buyer's affairs (e.g. primary business purpose, further borrowing and capital expenditure). There is no rule as to the length of term of the VC's investment but usually it is around 3 to 7 years during which the VC will look to "exit" the investment by listing the company on the stock exchange or by the company selling the business as a going concern.

## JOINT VENTURE

This is similar to a partnership but for a shorter time – usually for the duration of a specific project rather than indefinitely for a continuing business. Joint venturers supply different skills and/or assets and are involved in business decision making. A business owner could sell his business to a joint venture with the price of the business being credited as the seller's capital contribution to the joint venture.

This article was written by Clive Neifeld, Partner at Stewart Germann Law Office. Clive Neifeld and Stewart Germann as partners in SGL have years of experience in commercial and franchising law and will assist you professionally to a very high standard.

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# HUGE MARKET, MASSIVE OPPORTUNITY



What industry in New Zealand is bigger than fast food, bigger than telecommunications and bigger than new home building? The answer is the home renovations business – yet until recently, there was no dominant player in the sector. In the last couple of years, Refresh Renovations has become clear market leader with 20 franchisees already and opportunities for many more across the country.

Refresh was created by strategic marketing specialists Traffic after analysis revealed that the renovations market in New Zealand is worth an incredible \$5.7 billion. As director Jon Bridge notes: 'Despite this, the renovation market was highly fragmented with no national brands for customers to rely upon – just new home builders "filling in" between projects. Tellingly, our research

Refresh offers me a structured opportunity to create a substantial business... It pushes all the buttons.

also showed that a massive 30% of renovations customers had a dispute with their provider. Refresh was set up to bring professionalism to the market and meet customers' expectations every time.

'What we have done is put in place systems that enable our franchisees to manage the process smoothly from gathering leads to delivering a superb end product. Refresh is supported by some of the biggest names in the building industry including Pink Batts, Gib, Fletcher Aluminium,

Resene, Caroma, and Ingersoll Rand. The result is a serious opportunity for people to create a substantial business and, what's more, they don't need to be builders.'

Take Tony Twigge for example. Following a long career as a General Manager, he has spent recent years as a real estate agent. Through real estate, Tony learned a lot about what people want from their homes. He became a Refresh franchisee earlier this year and couldn't be more pleased with his decision.

Talking to Franchise New Zealand magazine before he launched a few months ago, he explained his thinking. 'A lot of people who move house actually want to stay in the same area, but moving house is expensive. So why don't people just change the house they already own to suit their needs? One of the biggest reasons is that house renovation and refurbishment is usually stressful, expensive and full of nasty surprises for the unwary home-owner. Most people don't have the skills or confidence to undertake such projects themselves, and of course building regulations are much stricter than they used to be. So I realised that a company that specialises in home renovations is exactly what people need.'

### You don't have to be a builder

'As a Refresh franchisee, you don't have to be a builder – you have to be an organiser,' Tony said. 'My role is meeting with customers, making sales, advising people, managing teams of designers and bringing in the right contractors to keep

everything on budget and on time.' As Refresh franchisees grow, they build a team of sales people and project managers. This, combined with world-class marketing and IT systems, creates a scalable business, which replaces the traditional trade-based model and creates a valuable business asset.

Three months after he launched his business, Franchise New Zealand spoke to Tony again to see if the business was meeting his expectations. 'It's been very busy,' he said. 'My plan was to ease up gradually on the real estate side as my Refresh business gained momentum, but the leads started flooding in after just four days and they haven't stopped! I already have half a dozen jobs active and another ten sitting in the pipeline.'

'The Refresh connections have enabled me to build a reliable team of contractors I really enjoy working with, and there's a lot of networking with the other franchisees. I've found Refresh very keen to make my business successful and the brand's now so well-known in the industry that a lot of companies are keen to become preferred suppliers, so we get all the price advantages.'

### Finding the right business

Tony admits that he looked around for quite a while for the right business before finding Refresh. 'Refresh offers me a structured opportunity to create a substantial business, hand-pick a few key staff, build a team of contractors, develop a happy client base, and have something to sell when the time comes. It pushes all the buttons.'

With the Auckland market covered, Refresh is now looking for franchisees throughout the country.

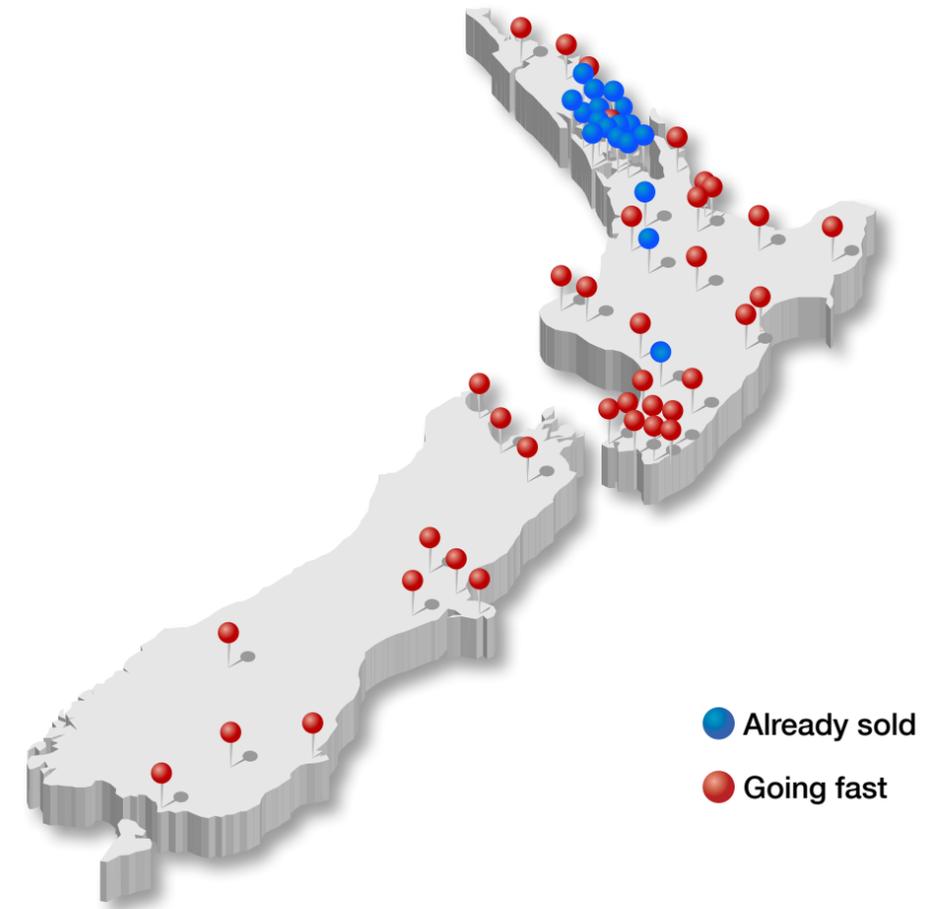
'We're keen to appoint people with communication and leadership skills and/or sales experience,' says Jon Bridge. 'A surprisingly small amount of capital is required to establish a Refresh franchise, so if you are looking to create a genuine business offering good returns in an expanding and lucrative market, contact us immediately.'



### REFRESH CONTACT DETAILS:

Web: [www.refresh.co.nz](http://www.refresh.co.nz); Phone: 0800 33 60 33; Email: [jon.bridge@refresh.co.nz](mailto:jon.bridge@refresh.co.nz)

Picture Tony Twigge. ARTICLE BY Franchise New Zealand magazine ([www.franchise.co.nz](http://www.franchise.co.nz)).



# You don't need to be a builder to join Refresh Renovations



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## BORROWING ONLY WHAT YOU CAN AFFORD



The first time I borrowed money for a business was in the late 1980s. Ah, heady days! Walking out of the bank with a \$30,000 unsecured loan after 30 minutes talking to the bank manager seemed a doddle.

Things are a little different now.

With the global financial crisis, stricter oversight by the Reserve Bank and the collapse of many of New Zealand's non-bank lenders, borrowing money to buy or start a business means jumping through quite a few hoops.

The oversight of New Zealand's banking system by the Reserve Bank means that banks have to be very aware of lending risk and overexposure to any one sector of the market. We've seen what can go wrong when too much of a lender's exposure is in one area (think finance company property development lending) and when that lending is to poor quality borrowers (think US sub-prime market).

Any lender, bank or non-bank, has to consider two things, the viability of the business and the security offered in case things go wrong. The cheapest finance available is when there is good, secure cashflow in the business you want to buy and you are offering residential property as security. Unless you are purchasing a large business with substantial cashflow and a solid history of profits it is unlikely that a major bank will lend on the business assets alone.

The major non-bank lenders will consider lending on business assets without external security but the trade-off will probably be a higher interest rate, higher fees, a shorter repayment period and stricter covenants (the conditions that lenders put on a loan including performance targets). In addition,

a business with a high percentage of its sale price in high value and readily-saleable assets (such as property, trucks or machinery) is likely to attract a lower risk premium than a business with a high percentage of goodwill and lower value assets (such as café equipment).

Lenders also like to align their repayment timeframes to the depreciable life of the asset in question. For instance, a lender may be comfortable with a five or seven year term for assets such as vehicles but only a two year term for IT equipment which depreciates faster. On the subject of depreciation we, as business brokers, usually add back depreciation to the profit to give a net cash surplus. Depending on the type of assets, depreciation can be a very real cost to a business and is unlikely to be overlooked by a lender.

All lenders, regardless of the security you can offer, will want to see the following:

- Your statement of financial position (what you own less what you owe)
- Financial Accounts of the business in question
- Details of your business experience/suitability

They may also require financial projections. Some numbers on a spreadsheet probably won't be sufficient; a comprehensive and realistic cashflow analysis by an accountant is more likely to carry weight. To a lender, the most important aspect of a business is cashflow i.e. how are you going to pay them back?

Another factor that lenders will consider is management experience. One lender I spoke with estimated that 80% of business failures are caused by bad management. If you feel that your

skills are lacking in this area, New Zealand Trade and Enterprises offers subsidies for management courses run by some accounting groups. Contact your LINK broker for more information.

When approaching a lender, remember the Boy Scout motto: Be Prepared. Someone needing funds in a hurry is a red flag for lenders; it indicates a lack of organisation and possibly someone who has been turned down by other lenders. Do your homework, give them what they ask for and explain your proposition clearly, if a lender doesn't understand it they're not going to lend you any money.

For those who are re-entering the business world after a previous business failure, don't think that you will automatically be declined for finance. Lenders are aware that business involves risk; what they will be more concerned with is your behaviour during that business failure. Did you do everything possible to minimise harm to creditors? Were you upfront with people affected? Liquidator's reports can be a useful source of information about a prospective borrower's character and are readily available to anyone.

Lastly, if the risk and security boxes are all ticked, lenders will often rely on gut feeling; is the person across the table honest, professional, organised? Make sure you're all three and you'll give yourself the best chance of success.



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## Chartered Accountant.

Trish Love from Love to Grow discusses:

- The traps to avoid when financing a new business

# GETTING ENOUGH CASH TO BUY (AND OPERATE) A NEW BUSINESS PURCHASE



### LEARN FROM THE MISTAKES OF OTHERS

Around 75% of NZ businesses cease within their first five years of trading. Few barriers to entry and the size of our market means we have small businesses compared with international counterparts. Smaller often means higher inefficiencies and risk. The main reasons we fail are more simplistic though: 1) lacking capital, 2) lacking skills, 3) lacking tax understanding, or 4) life altering illness, disability, death of key personnel. Some issues are out of our control but with awareness and planning we can improve the rest.

### AVOIDING BUSINESS FAILURE ISSUES - AS PART OF FINANCING YOUR NEW BUSINESS

Most of us are highly competent, but let ourselves down with some business decisions and implementation. Review this checklist below when buying and get expert assistance for areas you lack yourself.

- Don't under capitalise – include more funding for items below than you think you'll need
- Acknowledge skills you lack – seek advice in areas such as marketing, HR, legal, financial
- Keep the existing owner working in the business for a reasonable time to transition knowledge, systems, brand, confidence and acceptance from customers, clients, suppliers
- Buy a business with excellent systems and well documented operations manuals so the brand ethos is maintained throughout. Continue to improve systems and operations manuals and ensure they are updated regularly
- Learn how Goods and Services Tax (GST) and Income Tax work – create sound habits so funds are available when they fall due

### BUDGET IT IN – HAVING ENOUGH CASH

Most business risks can be reduced with awareness and enough cash. Consider the dollar extent to which the following should be included in your financing amount generated at the start.

- Be able to live through a year's trading without paying yourself at market rates – unless your new business cash flows are so strong this approach is clearly not needed. This allows investment into growth instead if needed. As soon as practicable pay yourself well - the point is to have a buffer in your financing just in case. Sometimes more than a year is needed
- Allow for high tax in year two (save it in year one). Remember to save more now for next year's tax when in high growth. Increased tax bills are one of the top four reasons businesses fail
- Although obvious, don't forget to also allow for loan repayments from the amount you finance
- Include enough insurance to cover illness, death, disability so your business thrives even if you don't

Remember to save more now for next year's tax when in high growth. Increased tax bills are one of the top four reasons businesses fail.

- Include funding budget for legal - purchase negotiations, contracts, shareholder and buy/sell agreements, unexpected issues
- Allow budget for Advisory Board members and/or specific expert commercial advisors such as marketing, financial, legal, HR advisors

- Funds to pay to educate yourself via governance/training advice in relevance to your business of the following legislation: Companies Act, Income tax, GST, Employment law, Health and Safety Legislation, commercial legislation such as the Fair Trading Act, Consumer Guarantees Act etc
- Consider business philanthropy (donations of time or money) for pro bono work, discounts, employee rewards, charitable or community causes to support. Create a policy about philanthropy and create a habit consistent with this
- Allow for working capital for sound growth – do not underestimate this one

### WAYS TO FINANCE THE PURCHASE OF A NEW BUSINESS

Sometimes we don't have a choice in financing options, but obviously it is better when we do. The stronger the business, your own skills and cash flows, the more options will become available because others will assess your risk as lower and returns higher. Here are various financing options:

- Transfer personal savings /sale of investments – this may involve amending existing financing
- Bank loans – you will probably need to use home equity unless the debt is really low and the business cash flows strong. Guarantees are often needed so protect your assets if you can
- Vendor finance – get them to leave cash in, instead of paying everything at the start
- Relatives or other contacts may buy shares/loan funds with varying interest /terms
- Employees buying a share in the business or advancing a loan
- Angel investors or other investor groups/finance companies



In some circumstances, a combination of the above occurs. Do not overcommit yourself so repayment is assured and stress levels managed!

### IMPORTANT THINGS TO REMEMBER

When assessing which financing type and value needed to generate enough for both the purchase and ongoing operations for at least the first 12 months, also consider:

- Know your year end profit expectations so you know how much cash is needed for personal living, tax, high/low periods of business growth. Update your forecasts as events change
- Make sure you structure your finances so the interest is deductible. Take care with using a revolving credit facility such that the nature of varying transactions don't taint the deductibility
- Have a habit of savings for your business (even if only small amounts, make it regular). Start with a goal to save one month's operating expenses, built up gradually. Increase this to three month's operating expenses. Keep your business strong so financing can be repaid comfortably regardless of circumstance
- Have personal finances at a different bank to your business if appropriate
- Ensure you have adequate balance between asset protection and tax efficiency as appropriate
- Consider whether your ACC should be ACC Cover Plus or Cover plus Extra especially in the first few years – review your insurances annually with an authorised financial advisor

Consider the relevance of each point on the merits. Individual circumstances and relevance will vary widely.

Trish Love is the founder of Love to Grow, Chartered Accountants who specialise in providing internal Chief Financial Officer (CFO) services and financial literacy education, in addition to general chartered accountancy services. Wellington based, nationally focused. [www.lovetogrow.co.nz](http://www.lovetogrow.co.nz) Email: [trish@lovetogrow.co.nz](mailto:trish@lovetogrow.co.nz)



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# HOW TO FINANCE A BUSINESS PURCHASE

Your first task when considering a business purchase is to secure your finance. Having your finance arranged in advance will ensure you have the ability to negotiate an agreement with confidence. In today's economic environment lenders are more cautious and there are far fewer options. Banks have more stringent criteria, second and third tier lenders have for the most part disappeared, and attracting equity financing can be an expensive exercise. Once you've identified your source of finance, your next challenge is convincing your lenders you have the skills to run the business you're interested in purchasing. If you're planning to approach a bank or similar institution with the hope of securing a loan, make sure you're prepared to sell your skills as an entrepreneur or business manager.

## TYPES OF FUNDING

When purchasing a business, there are three primary sources of financing to pursue.

**Debt Financing:** Funding a business with debt generally means borrowing money from a bank or financial institution. Institutional lenders require some form of security against the money you're borrowing – most often a property or other security such as investment policies. The more security you provide, the more the bank will be prepared to lend. Once you've agreed to purchase a business, the bank will require a convincing business plan and cash flow forecast before they finally release the funds. Other sources of debt financing can include friends or family in the form of a personal loan.

With any debt financing, be prepared to pay an interest premium to reflect your lender's perception of risk. If your lender perceives a high level of risk in your new venture, they'll be looking for a corresponding rate of interest on the loan. Always ensure you have accurate figures in your cash flow forecast to demonstrate the business's ability to service the debt and repay the borrowings without threatening the viability of the enterprise.

**Equity Financing:** Equity financing involves giving up a stake in the business. Rather than borrowing money from friends or family, you can always sell them, or other outside investors, a stake in your company in return for a share of the profits. With equity financing you'll be giving up some of the ownership of the business and possibly some of the control, but you're also sharing the risk. Venture Capitalists will often take an equity position in a new venture they feel has significant potential for success. Public companies access equity financing by selling shares.

Depending on the terms of your equity financing agreement, you can provide yourself with the opportunity to buy the equity back from the investors after a pre-determined term or when pre-determined milestones are achieved. Equity financing can be easier on the cash flow of a new venture because you're not servicing or repaying debt, but when the business is a success, be prepared to pay a premium if you want to buy back the investor's shares.



*Once you've identified your source of finance, your next challenge is convincing your lenders you have the skills to run the business you're interested in purchasing.*

## VENDOR FINANCE

With trading banks tightening their business lending criteria, and fewer institutional options available for business lending, we expect Vendor Financing to become a more common practice amongst business owners who want to exit their businesses. Vendor Financing occurs when the seller of the enterprise leaves money in the business for the purchaser to repay after a predetermined period of time. The cost of vendor financing is determined by the negotiating skills of the two parties and how the deal is structured. If the buyer's only option for raising funds is vendor financing then the cost may be high. If the vendor's only option to exit the business is by financing the buyer, they might make the cost of finance attractive to secure the deal. Once again the cost of the finance is directly related to the lender's perception of risk. The term of the lending will also affect the cost of the borrowing – generally the longer the term, the higher the cost.

One of the greatest benefits of vendor financing is the seller continues to have some skin in the game and the buyer gains a degree of certainty that the seller will have the incentive to ensure the business continues to perform well. An earn-out clause in the vendor finance agreement can also provide the vendor with the incentive to grow the business and receive a premium on their final payout.

## KEY POINTS WHEN ORGANISING YOUR FINANCE

Make sure you have all the information your lender will want to see when pre-arranging your finance. You'll need to provide information on the security you're offering, the business you want to purchase, and how you'll repay the loan. Here are some pointers when seeking pre-approval:

- Get a pre-approval from several sources just in case the lender's requirements change by the time you close on the sale.
- Remember to factor in the working capital needs of the business when making your application. This will ensure you have the correct amount of money to run the business and demonstrate to your lender that you have a complete understanding of the financial requirements of the enterprise.
- Make sure you build contingency planning into your cash flow forecasts so you can survive an unexpected event or economic slow down.

## OTHER SOURCES OF FINANCING

Once your business is up and running, there are lenders who will purchase your assets to help you free up working capital.

**Factoring Companies** will buy your accounts receivable and provide you with immediate cash rather than waiting 30 or more days to receive your debtor's payments. They'll discount the value of your invoice to factor in their risk and time cost of money, but you'll get the bulk of the invoice paid quickly to keep your business moving.

**Leasing Companies** can purchase your equipment assets and lease them back to you to provide a quick injection of cash. You'll need to check with your accountant to compare the leasing cost against the holding cost less depreciation.

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# WHY RETAILERS (AND KIWIS) LOVE LETTERBOX DISTRIBUTION

Kiwis seem to have a love/hate relationship with flyers and mailers. Often slandered as 'junk mail', we quickly forget this when we see something that we think is a great deal! Then we pack the kids in the car, and race down to the local Bunnings, Warehouse or Noel Leeming to snatch up that limited time offer.

The enduring nature of this media would suggest that it holds a special place in our heart, even though we like to complain about it occasionally, not unlike members of your family for example!

New Zealand consumers seem to fall into three main categories: 'Junk Mail Junkies', 'Auditioners', and 'Haters'. The 'Junk Mail Junkies' view mailers as a mix of entertainment, window shopping and getting an idea on what deals are where and when. They tend to be skewed towards female, but this may be because they task themselves with getting the most efficiency in the household.

The second category is the 'Auditioner'. This is seen as the most practical approach, and is a balanced mix of both sexes. The mailer has a chance to be viewed, and the consumers asks themselves if it is relevant to them. If so it is retained, if not, it is discarded. This is a rational approach, but at least the media and your message get a limited viewing.

The last category, the 'Hater', are usually fairly unhappy about the idea of being promoted to full stop. They tend to be older males, and are sometimes the ones that ring up talkback radio and complain about the state of things. Thankfully this is a much smaller group.

The apocalyptic end for print media has been predicted, but let's not confuse mailers and other forms of direct mail with newspapers. Letterbox delivery of retail and service messages tend to be deal and information based, is fairly intrusive, and still gets results - it is tangible, portable and there is still only one letterbox.

Add in geo-demographic targeting, and advertisers can plan where their mailers are delivered by demographics.

For example a retailer who sells pricier children's toys can target mid-upper income homes with children under 10 years old, then combine this with a geographic restrictor such as homes which are within a 5km radius of their store.

For retail and home services, it is one of the few media around where you can prospect for customers in their homes, down to a neighbourhood. The timing can be controlled, and the message is tangible. You would think because a hand delivered flyer has to be printed and goes through this process of distribution it would be expensive - in fact, flyers can be printed and delivered for much less than what most online companies charge for a an impression (not even a click!) on their website. The cost of delivering a flyer ranges from 4-6 cents per unit depending on your volume, and the printing depends entirely on what sized print run you have organised and what size and paper stock you use.

Letterbox distribution employs over 10,000 New Zealanders, and it is one of the few methods of part time employment that dissipates the revenue from this activity back out to the regions where the work was actually done. Many New Zealanders have delivered flyers in their youth and it teaches work habits, focus and commitment.

Letterbox delivery as a media has actually increased in the last few years as retailers back off more gratuitous media and retreat to what puts out tangible retail results. For this reason the age old method of putting your message in someone's letterbox has many years in it yet.

**ARTICLE BY** *Dominic Sutton, Managing Director of Pumpt Advertising, one of New Zealand's leading letterbox distribution focused agencies. He has worked with retailers of all sizes to deliver results utilising targeted unaddressed mail.*  
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Business Coach.

# FINANCING YOUR BUSINESS DREAM

You've found it! At last that perfect fit business ready for you. Perhaps your first business? Perhaps an additional business? Perhaps an acquisition to enhance an existing business proposition?

So all you have to do now is buy it.

For most the global financial crisis is still reaching out to us in a long drawn out lack of ready funds way. The Banks and lenders may say they have forgotten it, long written off in their balance sheets, but their credit policies state otherwise and are just as stringent as ever.

So how are you going to buy the business?

- Mortgage the home?
- Angel finance?
- Asset finance?
- Grant?
- Debtor finance?
- Family loan?
- Bank loan?
- From cash reserves?
- Working capital?
- Specialised finance?
- Investor finance?

A combination of the above or just one of the above? The point is that there are options and you need to undertake a bit of homework and preparation before you even approach your chosen financier or option.

Firstly how much do you need to borrow and can the business you are buying meet any loan payments and obligations? If it cant how are you going to pay back the money – once lent it is generally accepted that you will pay it back.

So lets assume the business can service the borrowing; you have completed your due diligence.

### THE "EASY" ROUTE

If you have a residential property with plenty of equity, for mainstream bankers this becomes an easier way of lending you the money.

You get a near to residential loan rate and they get a good security risk. In the event of default a good home in a good location is proving fairly easy to sell and recoup the lending.

So cheap and easy lets go – BUT what about the risks? I am talking about the risk to you, the buyer, here.

1. In the event of failure the property you place as security becomes at risk, if this is your family home are you prepared?
2. Is everyone who live in the home (if a family property) or who has an expectation of the property on board about using it as security for the business?

Do you want to place your home at risk?

### THE OTHER "EASY" ROUTE

So look again at the business you are buying. Does it have a wealth of longer life equipment and machinery? Do they have good value? Can you use this to approach your lender for asset finance? Here you have a choice of Banks and specific asset lenders. Depending upon the quality of assets, and level of income you can provide to service the lending, depends on which lender you choose, or who chooses you.

At least here the possibility of the family home being at risk has been removed.

### LOOKING AT A "MEDIUM" DIFFICULTY ROUTE

Once again turn to the business and the due diligence you have performed. Look at its' debtor book. Do they pay reasonably quickly (within 60 days) and are of reasonable quality?

Perhaps we can look at debtor finance. This is where you can sell your debtor book to a specialised financier for an agreed up-front percentage.

You can sell your whole ledger. You will pay interest and also a commission/processing percentage fee. Some may have fixed fees. Generally though these fees are higher than a standard bank overdraft, but have the flexibility of your ledger rather than a hard limit.

Single invoice finance arrangements are also easier to exit than whole of ledger arrangements when you have finished with the need for cash.

### AND THE TRADITIONAL ROUTE

So to the bank. They offer loans in many forms and overdrafts for working capital.

The strength of the business you are buying and your ability to generate income to service the loans will determine the risk level you present to the lender. This risk level will then determine what security the lender demands from you in return for lending their money.

Their products are usually easily understood but take a lot of time and preparation, and lots of information to get them to offer stage. However, they all offer similar products so feel free to choose your favourite colour/person when you look at your options.

The point is that there are options available to you. You may want one or a combination may suit you.

You have to understand what information to collate and how to present your request to the bank so that they can quickly understand your proposition and understand their risk in the transactions.

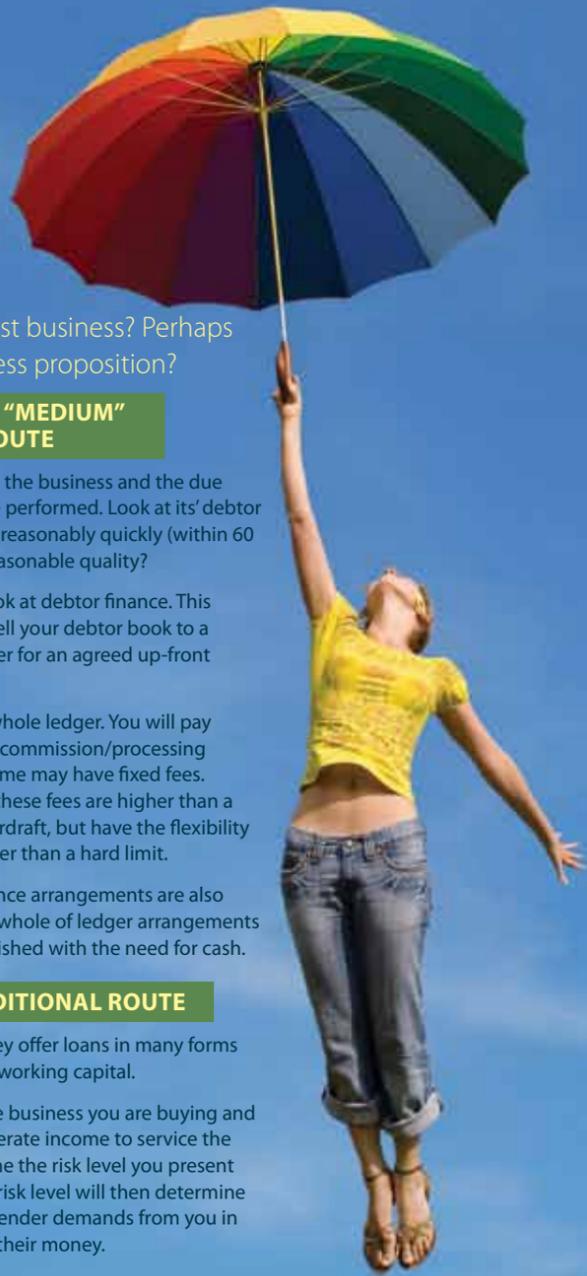
You have to understand the risk you are prepared to take and what personally you want to commit to the venture.

But remember they do have money to lend.



**ARTICLE BY** Sarah Lochead-MacMillan is a former senior relationship manager of NZ's largest Bank, having a banking career for over 20 years. She arrived in NZ in 2006 and embraced the lifestyle block way of living.

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# CAN BED MATES BE SUCCESSFUL BUSINESS PARTNERS?

While I can't recall the question being put to us quite so bluntly, as business consultants we are often asked for our opinions and advice, possibly even reassurances, on whether life partners can also work together as successful business partners?



Our answer is generally along the lines of "Absolutely, but set rules and follow these to the letter, and whatever you do take a long, hard reality check before writing out a cheque for the business. This is a decision to be made with your heads, not your hearts".

## BUT FIRST...

Let's be upfront with a few indicators that would suggest avoiding going into business together. If one is a risk taker and the other a security seeker, you're doomed before you start. Unless you share the same passion and enthusiasm for the business, success will be missing from your business partnership. If you have more than your fair share of arguments, failure as business partners is almost guaranteed. If none of the above apply to your relationship, good news, you've passed 'go'.

## SET RULES AND FOLLOW THEM

Whenever there's discussion about what contributes to a successful long-term life partnership, commitment, compatibility, patience, tolerance, respect and understanding crop up along with comments like 'they obviously follow all the unwritten rules attached to a successful relationship.' Commitment, compatibility, patience, tolerance, respect and understanding are definites for a successful partnership in business, but the rules attached to working together can't be verbal or unspoken. They must be discussed in advance, written down and literally cast in concrete.

The bigger the financial investment the more important this advice is. Where a couple may have left paid employment, heavily mortgaged themselves or perhaps sold their home to raise several hundred thousands dollars capital to invest in a business, one of the first rules must be to keep family matters and any other issues, particularly if they're emotionally charged, out of the office or workplace. With so much riding on their financial futures and wellbeing it is vital for both to stay centred and focussed. Our advice is to schedule a time each day to talk over family matters or anything else non-work related. As formal as this sounds, it actually works for your business by forcing you both to take time out. Stepping away from your business for however long is as good as a rest and crucial to getting more done.

## OPEN AND HONEST DISCUSSION

Having a family, especially school agers, creates issues of its own. Here again, establish and write down rules. First though, engage in open and honest discussions on possible family-business conflicts and how together you would overcome these. Generally you will find by talking through possible scenarios, family matters become less of an issue, particularly where life partners bring complementary skills to a business. One could excel in marketing and customer service while the other is brilliant at administration and accounting. This can create all kinds of opportunities for equitable business input while maintaining a family life. It could be that one partner has a home

office working during school hours and later in the evening when the other partner takes over parenting duties. Be sure to make time for family life and plan in advance ways you will be able to take family holidays together. It's way too easy for a business to become all consuming, so do make a real effort in making time for a family life. As difficult as it may sound try not to talk business in front of your children. They can feel alienated or worse, become stressed if they feel you are having business or life partnership issues.

## TOGETHER, TOGETHER, TOGETHER

Together you have spent time working through a no holds barred reality check. Ideally you are bringing complementary skills and talents to the business and written into the rules of being business partners have clearly defined roles and job descriptions. This helps takes your relationship to a much more professional level by reducing the chances of conflict between you, and where staff are employed, lessens possible confusion through their knowing who has the final say in specific areas of the business.

Together you studied the pros and cons of the business you're interest in and reviewed the market and competition.

Together you have sought qualified advice from such professionals as a lawyer, accountant, banking advisor, mortgage broker... We recommend involving a third party business mentor for the independence and experience they bring. But do make sure you both feel positive about the mentor and respect the skills and experience they bring. A very necessary job for your lawyer is to put in place agreed-to actions should the life partnership break down or one of you, for whatever reason, can't keep contributing to the business.

## The Franchise Coach check list for buying a business with a life partner

- Have we both met with the broker and vendor as together?
- Have we involved such professionals as a, lawyer, accountant, banking adviser and business mentor?
- Have we thoroughly researched the business we are interested in?
- Do we bring complementary skills and talents to our business partnership?
- Do we have the same passion for the business and are we that we making the decision with our heads and not our hearts?
- Do we have a clear understanding of each others roles?
- Have we discussed taking holidays together and if we can both afford to take time away from the business?
- Do we have key person insurance to relieve business and financial pressure should one of us become ill for a long period?
- Have we planned to schedule regular meetings, do we have a meeting format and are we going to have a third party chairman, such as a business mentor, for these?
- Have we discussed the action to be taking if the life partnership breaks down?
- If one of us is leaving paid employment are we happy that there is no other income?
- If children or other family are to work in the business do we know their roles and what skills to they have?



## SCHEDULE REGULAR FORMAL MEETINGS

Your mentor is the ideal person to play an important role in another of the rules for successfully working together. Schedule regular meetings. These should be away from the business, perhaps in the mentor's office or a small board room attached to most conference centres, be business-like and run on a proper governance model with an agenda and the mentor chairing the meeting. This means directing questions and comments through the chair and not across the table. Minutes must be recorded and passed. This meeting is also the forum for solving any issues that may arise and is part of maintaining a professional business relationship no matter what might be going on with your personal lives.

David McCulloch - Managing Director of Franchise Coach. In 1990 David was appointed the founding director member of the NZ Chapter of the Franchise Association of Australia and New Zealand.  
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## JOBS FOR THE FAMILY... SOME WORDS OF CAUTION

The motivation behind many life partners investing in a franchise system is to either provide immediate or future employment opportunities for family members or to build a business with the idea of one day passing it on to a family member.

As admirable as those objectives are, some words of caution. When employing family members it should be under the same conditions, pay rates and training requirements as other staff. Ideally their employment should be based on the same selection process. On the other side of the coin, using family members as non or underpaid staff is not only unfair but will almost certainly come

back and haunt you when on-selling by showing up as an unrealistic cost of operating the business. Similarly, when you and your partner, possibly

with family member assistance, work all hours of the day for perhaps \$80,000 annual household income, when converted to an hourly rate can be very off-putting to a potential buyer.

In finishing this article I would like to say that while there are all kinds challenges and risks to be faced, many life partners who by following the rules are right now successfully working together building a strong financial future.





## WHY WOMEN STILL CAN'T HAVE IT ALL- THE QUESTION IS DO WE REALLY WANT TO?

You will find most women business owners are successful, hard-working and focused. We can be result oriented without being a Steve Jobs. We need to be ourselves, revel in our uniqueness, of course and excel in what we do but also try and be comfortable within ourselves. Our gender needs to "define" us not to "confine" us.

There is an emphasis on the creation of a new type of woman leader for whom leadership is an attainable aspiration. But we are still sending mixed messages to aspiring leaders.

There are two types of practices that work to stereotype women in business:

First, we rely on bringing out the superwoman as a model of leadership- the usual role model is a woman immaculately put together, on stilettos all day who juggles home and her business with equal aplomb-the Martha Stewart and Hillary Rodham-Clinton cloned into one.

Why do we send out this unrealistic and exhausting message? There is a lack of women leaders as role models, but sustaining stereotypes of the superwoman is no solution. For role models to be effective, they need to be not only inspirational and motivational but also somebody you can relate to.

Consider the context of aspiring women leaders, who dismiss the idea that work is your entire life and a woman needs to go it alone and to have it all. The superwoman is not affirming of choices and balance. She continues to perpetuate the myth that doing leadership is about getting control, dominance, and power, at all costs. Instead, leadership programs need to increase the repertoire of role models so leadership is feasible, flexible, and appealing at all stages of a career. Such role models could be better fostered from our networks and our exemplary peers, rather than from exaggerated tokens of women's leadership.

Second, we focus on the common narratives about the woes of women in leadership. Glass ceilings, the dual role of family and work, and discriminatory nature of organizations reinforce ideas that women are vulnerable and need fixing.

Women need a better way to use the language of self-promotion and accountability. We know that language creates the reality of how individuals see themselves. So, while leadership language for women still focuses on barriers and struggles, it reinforces the negatives in success. That is why most women fear negative repercussions from self promotion and standing out. It is not uncommon to find that women can often negotiate a better deal for others than they can for themselves.

Take the motivational language of male leadership—these are always littered with the narratives of success. Males learn to take charge, tackle challenges, develop talent, driving innovation and guide change.

Changing the stereotypical use of language should be a focus for women. If we look for "glass ceilings" we are sure to find them. We need to accelerate women's leadership aspirations. If this is not done right, women can't move forward. When focussing on tomorrow's leaders we should stay away from stereotyping.

Women are great being themselves. We bring different energies to the table. We are pragmatic, intuitive, smart as well as great decision makers. We do not need to be clones.

Women need a better way to use the language of self-promotion and accountability. We know that language creates the reality of how individuals see themselves.

We also make great Business Brokers. We are finding that increasingly both men and women business owners are using women business brokers to sell their businesses. This is because women are meticulous, diligent and hard working. The reality is many top selling and most capable brokers are women.

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**PROFITABLE LONG ESTABLISHED PRINTING BUSINESS**

This business is enjoying good growth with turnover on target to exceed \$1.4M for 2013 and a net EBITDA of over \$400,000 before owner's drawings. Here is a great opportunity to take over a quality business located close to central Auckland. Experienced, reliable staff. Digital and offset capability.



Loyal and diverse customer base. Motivated vendors have priced to achieve an early sale.

**Asking price: \$995,000** **Ref:15056**  
**Duncan Colebrook / 022 0700 956 / duncanc@linkbusiness.co.nz**

**HEALTH SECTOR - ESSENTIAL SERVICE PROVIDER**



- Well established market leading company with excellent client base. Most clients are corporate and Govt. depts.
- Majority of jobs are pre booked with guaranteed payments.
- The business has excellent plant, is very well set up and is easy to manage, (could be husband and wife team)
- Exceptional growth opportunity for a person with sales/marketing background.
- Accounts show operating surplus (EBITDP) for year ending 31 March 2012 \$192,000 p.a. (Average past 3 years \$255,000).

**Asking price: \$949,000** **Ref:15084**  
**Pra Jain / 027 279 4652 / praj@linkbusiness.co.nz**

**IMPORT DISTRIBUTION**

Well established (20 years), owner retiring. Can be run from anywhere in NZ. Steady sales around \$1.1M. Net to owner around \$350k. Easy to run. This owner operator business imports a range of high value, high margin fabric from exclusive overseas agencies.



**Asking price: \$1,100,000** **Ref:14303**  
**Richard Ridler / 021 904 672 / richardr@linkbusiness.co.nz**

**AUCKLAND**

**A HANDSOME RETURN ON INVESTMENT**



An owner looking to retire or slow down has created a golden opportunity for someone to purchase a semi managed business that currently makes a healthy surplus to the owner of around \$450,000 p.a. This business would suit someone who is good with people and client relations.

This well established business is almost a licence to print money. It has an excellent reputation and large solid customer base. It has senior staff who run the day to day operation, overseen by an owner.

This well established business has traded extremely well during the tight recessionary period and is benefitting from recent restructuring to its operation and overheads. Information will only be given to genuine buyers under strict confidentiality.

**Asking price: \$1,200,000** **Ref:12203**  
**Bill Hayward / 021 760 773 / billh@linkbusiness.co.nz**

**INTERNATIONAL SHOW TIME EXTRAVAGANZA - SPECTACULAR PROFITS**



Expressions of interest are invited for this rare opportunity in the sector to acquire the New Zealand management rights of this International event which has been successfully staged in the North and South Islands for the past 5 years.

- Sell out crowds since 2008
- Strong sponsorship support
- EBIT \$500,000
- International and Kiwi performers
- Multiple income sources
- Two annual major arena shows
- Significant media coverage including worldwide TV, radio and print.

**Asking price: \$1,500,000 (negotiable)** **Ref:15153**  
**Percis Wadia / 021 608 102 / percisw@linkbusiness.co.nz**

**IMPORT/WHOLESALE: REVENUE \$1.5M, EBITPD \$320K**



With decades of experience in the industry this import wholesale business has consistent growth in sales over the last 3 years which are circa \$1.5M generating an EBITPD of \$320K in FY' 2012.

Many exclusive lines and supplying hundreds of retail and online stores. 10% revenue growth last year and 10% growth forecast for this year. This business would suit a husband and wife team that wish to operate from North of Auckland location or it would make an ideal bolt on for an existing import distribution business.

The price for the business is \$1M this includes stock of approximately \$700K.

**Asking price: \$1,000,000** **Ref:15202**  
**Elaine Ford / 0274 459 852 / elainef@linkbusiness.co.nz**

**SUPERBLY PROFITABLE PACKAGING**



The opportunity to acquire a progressive mid size business in this sector providing this level of return rarely become available.

The retiring owners and founders of this 30 year old company have built a successful business on the fundamental principles of service, quality and innovation and have developed strong customer loyalty in their domestic and export markets.

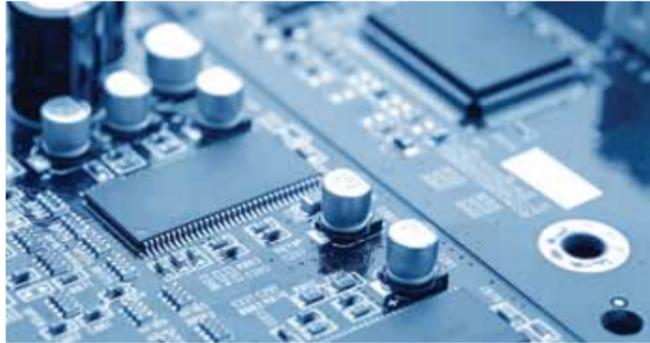
The business is entirely focused on providing packaging solutions to both large and small food manufacturing companies, including many leading brands.

- Gross profit – 3 year average 36%
- EBITDA – 19% to sales.

**Asking price: \$4,800,000** **Ref:13491**  
**Bill Hayward / 021 760 773 / billh@linkbusiness.co.nz**

**AUCKLAND**

**MANUFACTURER & EXPORTER - BUILD ON THE BRAND!**



Long established, this Auckland based manufacturer produces a unique trademarked and branded product range sold to customers nationwide. Some exports are undertaken and the international potential sales opportunity is huge. Best suited to a new owner with significant marketing skills. Strict confidentiality applies.

**Asking price: \$3,500,000 +** **Ref:15289**  
**Bruce Cattell / 021 779 439 / brucec@linkbusiness.co.nz**

**FULLY MANAGED MANUFACTURER- LONG ESTABLISHED**



Established 20 years plus, this well-known Auckland manufacturer produces a unique trademarked product range as well as supplying specialist services associated to stainless steel. A management team and experienced staff are in place and this firm enjoys significant levels of repeat business from a good spread of clients. Revenue approx \$2 million pa. With EBIT of \$304,000 (after management) pa. Owner retiring.

**Asking price: \$1,300,000** **Ref:14872**  
**Bruce Cattell / 021 779 439 / brucec@linkbusiness.co.nz**

**NICHE HIRE SERVICES. AUCKLAND BASED. \$200K + PROFITS**



This well established Auckland business rents and sells temporary fencing and barrier solutions to a wide customer base including construction, council, government, military, event firms and residential customers. The business is highly systemised in operation with a good spread of clients, experienced staff and a long history of growth, profit and sustainability. Many opportunities for future growth are evident. Over \$1 million tangible assets are included – a very bankable business.

**Asking price: \$1,300,000** **Ref:14354**  
**Bruce Cattell / 021 779 439 / brucec@linkbusiness.co.nz**

To find out more about these businesses contact Bruce Cattell today.

**UNIQUE PRIVATE TRAINING ESTABLISHMENT - \$1.5 MILLION EBITDA**

This well established and unique private training establishment provides highly demanded vocational training with international applications. Very high completion rates for courses and qualifications are achieved. The business is NZQA approved and a substantial and growing EFTs allocation is in place. Net managed EBITDA \$1.5 million with substantial growth potential. Retirement sale.



**Asking price: \$4,500,000** **Ref:13601**  
**Bruce Cattell / 021 779 439 / brucec@linkbusiness.co.nz**

**MANUFACTURER & EXPORTER - \$900K PROFITS HUGE POTENTIAL**

Established over 50 years, this very known business manufactures and distributes machinery of its own design into the Agricultural and Horticultural industries in NZ, Australia and beyond.



Excellent branding and distribution in place. Many opportunities for future growth. Genuine reason forces sale.

**Asking price: \$3,800,000** **Ref:14473**  
**Bruce Cattell / 021 779 439 / brucec@linkbusiness.co.nz**

**AUCKLAND**

**CHANGING CIRCUMSTANCES HAS BROUGHT A GEM TO THE MARKET**

A well established and respected provider of "end to end" solutions for the public, residential and commercial sectors.

This Auckland based business is a leader in the Super City region and is a knowledge based enterprise with the skills, expertise and resources to ensure consistent delivery of service to the market.

This business would suit someone with practical skills and sound business acumen.

The technical requirements of the business and regulators,

whilst not complex, would make an engineer an ideal owner/operator.

The business has shown a five year average surplus to the owner which fully supports the asking price of \$2,300,000.

The retiring owner will provide handover assistance and possibly ongoing support.



**Asking price: \$2,300,000** **Ref:14583**  
**Bill Hayward 021 760 773 / Percis Wadia 021 608 102**

**TWO NEW AUCKLAND OWNERS WANTED**

Everyone knows the name! Para has been part of NZ retailing for a long time and still provides speciality items that no one else does! Para Pools for a start! The Para range of therapeutic products, latex rubber overlays and more. We have two areas where we need a new store (and owners) South East Auckland and West Auckland. With your retailing experience and our brand we could be a great team!



**Asking price: Set up costs approximately \$250,000** **Ref:11608**  
**Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz**

**CONSTRUCTION ENGINEERING**

Retirement looms and reluctantly the owner wishes to pass on his business after 18 years.

Currently owner takes care of quotes and planning and the staff take care of the physical aspects. High stud premises which may be available to purchase if required. Turnover approx \$575,000.



**Asking price: \$83,000** **Ref:15066**  
**Robin Harris 021 968 779 / Garth Nell 027 296 1783**

**CALLING ALL FOODIES/MARKETERS. OPPORTUNITY KNOCKS!**

Ground floor opportunity to use your expertise to grow this manufacturer/wholesaler of tasty, quality packaged biscuit and snack food products. HACCAP certified and NZFSA approved. Well maintained plant. Vendor wishes to retire. Grow or add on – your choice.



**Asking price: \$150,000** **Ref:15093**  
**Graham Hoffmann / 0274 936 411 / grahamh@linkbusiness.co.nz**

**LIQUOR SHOP CENTRAL- EASTERN SUBURB**

This liquor shop is located in an excellent position of a busy shopping block. There are plenty of car-parks. The average weekly turnover is \$15,000+. Rent is very reasonable and the lease term is good.

Vendor wants to move to another project and only wants \$185,000 plus stock. It is a great family business opportunity, but you need to act quickly. Please call Henry Han 021 516 588 or Susan Han 027 566 8938 for more information.



**Asking price: \$185,000 plus Stock** **Ref:15027**  
**Susan Han / 027 566 8938 / susanh@linkbusiness.co.nz**

**TOURIST FARM ATTRACTION**

Great tourist attraction showing off the small animals to children and tourists.

Situated in Auckland's lower slopes of the Waitakere Ranges yet minutes from Henderson shopping centre. Facilities to support corporate functions and a very popular venue for children's birthday parties. An ideal business for someone who enjoys interacting with animals and children.



**Asking price: \$333,376 includes Plant/Stock of \$214,000** **Ref:15015**  
**Garth Nell 0272 961 783 / Robin Harris 021 968 779**

**MANUFACTURER - OFFICE/EARLY CHILDHOOD EQUIPMENT**

Well established fully staffed business, supplying furniture to the early childhood education sector together with Government departments and the commercial/home office market.



Fully equipped workshop capable of a wide range of furniture and joinery manufacture. Sales in excess of \$700k giving a cash surplus of \$130K.

**Asking price: \$225,000** **Ref:15311**  
**Paul Redman / 021 319 770 / paulr@linkbusiness.co.nz**

**URGENT SALE-KOREAN RESTAURANT ON NORTH SHORE**

Well set-up Korean restaurant in busy area of North Shore. Vendor opened this business a few months ago and wants to move for personal reasons.



Current T/O is \$6,000 per week. Newly renovated with seating for 50 people. Huge potential to grow. Motivated Vendor!

**Asking price: \$152,000** **Ref:15019**  
**Alan Feng 021 861 358 / Maggie Chen 021 273 6258**

**LIFESTYLE PLUS \$50,000+ CASH SURPLUS**

Easily relocated, suit somebody with design flair. Approx \$50,000+ cash surplus to owner on basis of repeat client list - can be much more with a bit of creative marketing.



Very low overheads, easy working hours. Apartment plus business premises included in price of \$489k Or buy the business by itself for only \$69k. Owner will give training in handover period.

**Asking price: \$69,000** **Ref:15083**  
**Percis Wadia / 021 608 102 / percisw@linkbusiness.co.nz**

**WATCH THIS BRAND! - KIWIANA FISH & CHIPS**

Looking for a new and exciting brand that is ready to take New Zealand by storm! Kiwiana has two company stores needing franchisees!



"The best fish and chip experience in the world" provides the customer with fresh fish and chips wrapped in traditional newspaper; kids' packs, Kiwiana burgers and more.

**Asking price: Ref:14815 \$235,000 Ref: 14810 \$365,000**  
**Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz**

**KEBAB & TAKEAWAY SHOP - NORTH SHORE - GREAT VALUE**

Great location, proven success, well established, close to shops and transport with excellent client base and main street foot traffic.



Excellent cash flow and opportunity to further develop.

Vendor reports:  
 • \$5,000 sales per week  
 • \$2,950 rent per month. Rent includes opex and GST.

**Asking price: \$100,000** **Ref:15134**  
**Geoff Santer / 021 702 556 / geoffs@linkbusiness.co.nz**

**INTERNATIONAL BRAND NZ RIGHTS \$170K SURPLUS**

International marketing services business with exclusive New Zealand license to unique services and technology product. Undertakes work for mid to large New Zealand companies together with Government departments to ensure maximum return on investment.



Owner has earned up to \$170k pa, currently only working 10 hours per week relying on repeat business due to other business interests and is offering this unique opportunity.

**Asking price: \$150,000** **Ref:14999**  
**Paul Redman / 021 319 770 / paulr@linkbusiness.co.nz**

**HAIR SALON - YOU'LL KNOW THIS BRAND!**

Great opportunity - well established salon. Large retail area with 10 cutting stations and 3 basins. The salon is managed by a full time manager and four full time staff.



Very smart looking salon, great return on investment. Rent is \$55,104 plus GST including opex and rates. Sales for end of last year were \$450,730.

**Asking price: \$229,000** **Ref:15071**  
**Rickhil Prakash / 021 082 13015 / rickhilp@linkbusiness.co.nz**

**NEW BRUMBY'S SITES NEED OWNERS!**

Several very good sites for new Brumby's have been located in Auckland. Brumby's makes great bread but lots of other products as well. You could be selling breads, buns, pies, cakes and sandwiches so you will have something for all your customers. Comprehensive training and ongoing support will help you establish this business for yourself.



**Asking price: approx \$450,000** **Ref:13862**  
**Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz**

**MANUFACTURER - FIRST TIME FOR SALE IN 23 YEARS**



Offered for sale for the first time in two decades. A fully equipped CMT apparel manufacturer - client base includes the top fashion labels - consistent cash surplus of more than \$140,000 for the last five years.

If you breathe fashion and design this is your opportunity to step into the limelight. With a repeat client base of the TOP New Zealand fashion labels and dedicated staff this is an opportunity not to be missed.

Vendor willing to stay on for training the new owner through handover period.

**Asking price: \$295,000** **Ref:15158**  
**Percis Wadia / 021 608 102 / percisw@linkbusiness.co.nz**

**KEBAB AND TAKEAWAY - NORTH SHORE**

Clean and tidy shop in a very good location within busy shopping complex. No chance of any competition in the same complex. This is a very easy to operate, good business with a two year history.



It has an attractive set up with fantastic equipment. Whilst it is famous for its kebabs, it serves other takeaway food of excellent quality.

**Asking price: \$99,000 or near offer** **Ref:15133**  
**Rickhil Prakash / 021 082 13015 / rickhilp@linkbusiness.co.nz**

**NORTH SHORE BAKERY \$2.3 MILLION SALES**

Great location, variety of parking. Owner for last thirty years or more than \$2.3M returning \$200,000 to working owner as a non-franchised operation. Can be run as a managed operation - ROI (before tax) of more than 40%.



**Asking price: \$320,000 negotiable** **Ref:15123**  
**Percis Wadia / 021 608 102 / percisw@linkbusiness.co.nz**

**CONVENIENCE STORE CBD**

Well presented Auckland CBD convenience store. Weekly sales \$16,000 with high gross profit 38%. Reasonable rent. It is comfortably operated by one owner and one part-timer. The vendor is very motivated to sell.



**Asking price: \$258,000 plus SAV** **Ref:14216**  
**Alan Feng 021 861 358 / Maggie Chen 021 273 6258**

**FRANCHISE - UNIQUE DESSERT RESTAURANT**

Located in main retail strip of busy suburb with high foot traffic.



Serves ice cream, sundaes, fruit salad, dessert, drinks, smoothies, shakes and sodas, coffee, hot drinks and lollies.

Reports \$350,000 turnover for 11 months with weekly rental of \$619 incl GST + outgoings.

Well presented. This dessert restaurant is selling as the first franchise in the group.

**Asking price: \$129,000 or near offer** **Ref:14600**  
**Rickhil Prakash / 021 082 13015 / rickhilp@linkbusiness.co.nz**

**DAY CAFÉ - NORTH SHORE**

This is a very well set-up café in a popular location, with seating for more than 30. T/O is \$8,000 per week with high coffee sales.



Open daytime only. Low rent at only \$420 incl GST per week. High profile. This is a great opportunity for a first time buyer, well worth considering. Vendor wants to move on.

**Asking price: \$195,000** **Ref:14304**  
**Alan Feng 021 861 358 / Maggie Chen 021 273 6258**

**FAMILY DINING - T/O \$7,500 PER WEEK & GROWING**

Water views. Superb ambiance for family dining - weekly turnover steadily increasing - fantastic rent of \$432/week plus GST plus Opex and a very good lease with a great fit-out which seats 40 and can do functions up to 60.



**Asking price: \$100,000** **Ref:15276**  
**Percis Wadia / 021 608 102 / percisw@linkbusiness.co.nz**

**SPECIALTY FOOD MANUFACTURER – MARKETING OPPORTUNITY**

Specialty branded and trademarked food products, supplying major outlets and route trade. Turnover circa \$500k per annum and two new products ready to be launched. Automated plant, HACCAP certification. North Shore location. Strict confidentiality.



**Asking price: \$185,000**  
Graham Hoffmann / 027 493 6411 / graham@linkbusiness.co.nz

Ref:15155

**BUTCHER SHOP IN RURAL EAST AUCKLAND**

A great opportunity to take control of this long established shop which is the only Butcher within 15km. Regretfully partnership splits means this business must be sold. All equipment is in excellent condition and much of it has been recently upgraded. Sales over \$800k return over \$80k to working owner. New long term lease will be given to new owner



**Asking price: \$165,000**  
Robin Harris / 021 968 779 / robinh@linkbusiness.co.nz

Ref:15087

**LOCATION LOCATION LOCATION EQUALS GOOD RETURN**

This Coffee Club store is in an incredibly busy location that boasts of a natural flow of heavy foot traffic. The owner is not too involved in the day to day running of the business so there is growth potential to a more committed owner. This business is now primed to sell with a good return on your investment.



**Asking price: \$660,000 plus Stock**  
Efren Pascual / 09 281 2908 / efrenp@linkbusiness.co.nz

Ref:14271

**FRUIT AND VEGE STORE WITH LOTS OF POTENTIAL!**

This fruit and vege store is in a great central Auckland location with a high level of foot traffic. Situated on a busy main road with ample parking right outside the shop. Two walk-in chillers. Average turnover \$35,000 per week with good GP of 30%. Currently selling only fruit and vegetables, other products can be added to increase the turnover.



**Asking price: \$380,000 plus Stock**  
Mei Wang / 027 436 7848 / meiw@linkbusiness.co.nz

Ref:14611

**RODNEY WAYNE HAIR SALON BROWNS BAY**

Great opportunity to join this national franchise. Well established hairdressing salon in a busy North Shore suburb, this shop is on the street. Current owner works part-time in the salon. Training and systems in place. Very smart looking salon, great return on investment.



**Asking price: \$295,000**  
Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

Ref:15115

**TOYWORLD FANTASTIC OPPORTUNITY – PRIME AUCK LOCATIONS**

The owners of the Toyworld brand, Associated Retailers Ltd, Australasia's largest independent retailer, are looking for new members with a passion for retail. This is an opportunity to be part of an international brand with strong buying power, an excellent marketing programme, head office support and to join the largest chain of specialty toy stores in New Zealand. Total price including intangible and tangible assets and stock.



**Asking price: \$375,000 upwards**  
Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

Ref:13917

**BUSY KEBAB IN CBD. HIGH T/O AND RETURN!**

This shop is located in the desirable Auckland CBD by one of busiest bus stops, a lot of foot traffic and huge potential to grow as a business. The vendor reports weekly T/O \$14,000 with high gross profits. Currently run by staff, the net surplus for vendor is \$3,500 per week. Quality chattels installed with high end decor and setup. Easy operation, full training will be provided to new owners.



**Asking price: \$295,000 and Stock**  
Mei Wang / 027 436 7848 / meiw@linkbusiness.co.nz

Ref:14679

**SNACK FOOD MANUFACTURING BUSINESS**

Business opportunity to manufacture your own snack food. Food grade packing, set up warehousing and equipment packing plant. Also own the distribution and other contract distributors. Great business with loads of potential, won't last long. Don't miss out! Call now! Current turnover is \$5k-8k per week and still growing. New set up with good lease and landlord.



**Asking price: \$250,000 and Stock**  
Roger Cook / 027 432 2325 / rogerc@linkbusiness.co.nz

Ref:14752

**STUNNING UPPER NORTH SHORE BEACH CAFÉ**

This fantastic beachside, daytime café is part of one of the best café groups in the country. The rent is just 4% of sales! Weekly sales around \$23,000 (and growing!) and high coffee sales throughout the year mean that this is a very profitable option! An owner operator can expect to earn in excess of \$250k per year.



**Asking price: \$685,000 plus Stock**  
Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

Ref:13975

**CAFÉ AND DELI – PRIME CENTRAL AUCKLAND SUBURB**

Located in an upmarket central suburb of Auckland this vibrant and well known deli styled café enjoys weekly sales around \$20,000. With a focus of tasty take away food, brilliant coffee and with a large client base this café is flourishing. They also offer an exceptional catering service which, with an enthusiastic new owner, could be developed even further!



**Asking price: \$585,000 plus Stock**  
Greg Mullins / 021 943 844 / gregm@linkbusiness.co.nz

Ref:14491

**BEAUTIFUL CAFÉ BAR RESTAURANT**

This is a simply gorgeous place in a top central suburb location with excellent foot traffic and profits galore reported. Sales are reported as \$28,000 per week and, on that basis, there should be in excess of \$300k here to a working owner. Lots of training and support on offer if needed.



**Asking price: \$880,000 plus Stock**  
Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

Ref:14441

**UPMARKET POPULAR DAYTIME CAFÉ IN CENTRAL AUCKLAND SUBURB**

With weekly sales over \$20,000, coffee sales around 30kgs per week, seating for over 40 customers and only open 6 days per week this café is simply superb. It is a well-known café enjoying a brilliant central location with the bonus of plenty of parking. This would be an ideal opportunity for a passionate new owner looking for a very attractive, valuable café.



**Asking price: \$485,000 plus Stock**  
Greg Mullins / 021 943 844 / gregm@linkbusiness.co.nz

Ref:14994

**AMAZING NORTH SHORE CAFÉ IN TOP LOCATION**

This superb café is located in a very high foot traffic area on the North Shore. With a solid client base and a great spot for enticing potential customers the vendor reports sales of around \$28,000 per week and \$35kgs of coffee. The café occupies 200m2 of prime retail space and is extremely well fitted out.



**Asking price: \$875,000 plus Stock**  
Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

Ref:14969

**A 'MILLION DOLLAR' OPPORTUNITY**

Enjoying weekly sales of \$22,000 this daytime café has such a brilliant location in Auckland CBD that sales should double if it were to open in the evening for dining. The café is spacious, attractive, well equipped, fully licensed and is located in one of the most progressive locations in Auckland. Extraordinarily worthwhile opportunity at only \$495,000 plus stock.



**Asking price: \$495,000 plus Stock**  
Greg Mullins / 021 943 844 / gregm@linkbusiness.co.nz

Ref:15152

**WELL KNOWN ICE CREAM SHOP IN A BUSY MALL**

This is a fantastic opportunity to secure a business with great location and infrastructure. It is in a well established Auckland Mall. This ice cream shop is proudly owned by the current owner for 3 years, and it is time to move on. Easy operation and strong ongoing support from Head Office. This business is well established. All the upgrade has been done. A successful franchise system is your way to success! Act Now! Don't Miss out!



**Asking price: \$320,000 plus Stock**  
Mei Wang / 027 436 7848 / meiw@linkbusiness.co.nz

Ref:14766

**EASY TO MANAGE, STEADY CASH FLOW, BUSY LOCATION**

This is an established sports store that has a potential return of \$100,000+ a year to a new owner. The team of dedicated staff can stay on. The sophisticated franchise system in place makes it easy to manage. It is in a busy location next to a supermarket and a food court but the rent is very reasonable.



**Asking price: \$95,000 plus approx \$165k Stock**  
Efren Pascual / 021 782 820 / efrenp@linkbusiness.co.nz

Ref:14569

**HIGH PROFILE RESTAURANT WITH LIQUOR AND GAMING LICENSES**



Well set up for functions with a fine, themed outdoor area, a large fully-equipped kitchen, high profile location, 18 gaming machines and a number of other positive features.

Let the rent from the gaming machines pay most of your fixed costs. Priced to sell.

**Asking price: \$295,000**  
Percis Wadia / 021 608 102 / percisw@linkbusiness.co.nz

Ref:15242

**RESIDENTIAL CARE FACILITY-HUGE OPPORTUNITY**



For sale is a well established fully managed rest home business with just under 30 beds and currently fully occupied.

The facility is fully managed and underpinned by qualified, experienced and friendly staff who are held in high regard by the residents. Many employees have been in service for a period greater than 10 years.

Fully compliant in all respects to conform to Auckland District Health Board requirements for contract funding. Ministry of Health certification for 23 residents.

Recent refurbishments have made the rest home more appealing and preferred in the location.

Sales pa (based on full occupancy) \$950,808

Owners cash surplus \$622,632

Freehold land and buildings – \$900,000 excluding GST.

**Asking price: \$1,750,000**  
Percis Wadia / 021 608 102 / percisw@linkbusiness.co.nz

Ref:15303

**IMPORTER RETAILER \$100K+ SURPLUS**

High fashion trendy boutique ladies importer retailer.

Premium inner city location in a street famous for ladies fashion.

Imports French and Chinese brands.

Great turnover.

Vendor reports return to single working owner \$100,000 plus!



**Asking price: \$95,000**  
Geoff Santer / 021 702 556 / geoffs@linkbusiness.co.nz

Ref:15053

**ESTABLISHED MOBILE STORE WITH OVER 5K CLIENTS**

1. Market leader in the area as is the longest established shop
2. Owner will provide full training and assistance to new owner
3. Iconic shop brand which is well known in the market
4. Branched out in the Waikato
5. Centralised purchase and repair facility



**Asking price: \$289,000**  
Neville Choski / 021 059 9519 / nevillec@linkbusiness.co.nz

Ref:14586

**5 DAYS INDUSTRY CAFÉ - WEEKENDS FREE!**

This attractive, well setup café is located in an industrial area of Central Auckland.

Good gross profit and very cheap rent of \$30,000 + GST pa.

Nice indoor and outdoor seating. Upmarket clientele. Lots of parking with room to improve as it hasn't yet reached its full potential.

Want weekends free? This could be the one!



**Asking price: \$319,000 and Stock**  
Roger Cook / 027 432 2325 / rogerc@linkbusiness.co.nz

Ref:14161

**MAGIC SEAL - CENTRAL AK AND NORTH SHORE**

Established business needs owner with sales skills. Buy one area or both!

Magic Seal has no fees, a brand that is well known and products that work! These are secondary glazing of windows for problems such as condensation, control of heat, noise, and UV reduction. The other service is insect screen installations. Therefore this business can be busy all year round!



**\$60,000 each territory (includes franchise fee)**  
Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz

Ref:15157 & 15156

**CHAIN OF KEBAB TAKEAWAY SHOPS \$23,500 WEEKLY SALES**



Kebab takeaway chain investment opportunity established history proven success.

Excellent cash flow opportunity to develop further, close to shops and transport with excellent client base and main street foot traffic

Three investment locations Auckland Central, CBD and North Shore

Vendor reports:

Rent incl opex and GST.

\$5,000 sales per week: North Shore, \$2,950 rent per month, \$100,000 price.

\$8,500 sales per week: high profile central Auckland location, \$4,600 rent per month incl two rooms upstairs, \$220,000 price.

\$10,000 sales per week: Auckland CBD, \$10,900 rent per month incl downstairs storage, bathroom and office, \$300,000.

Buy the whole chain of shops for \$595,000.

**Asking price: \$595,000**  
Geoff Santer / 021 702 556 / geoffs@linkbusiness.co.nz

Ref:15204

**WELL ESTABLISHED PRINTING ASSOCIATED BUSINESS**

Rare opportunity to take over a long established business in Auckland. Over a decade this business has built up its solid market share. With around \$400,000 annual turnover, this business has made satisfactory return to the owner. Operating hours are short. There could be further growth. Easy to run, no experience is necessary. Good training plan for the first time buyers.



**Asking price: \$400,000 plus Stock**  
Hannah Jiang Hardellet / 021 876 122/ hannahj@linkbusiness.co.nz

Ref:15260

**IS \$300,000 PA APPEALING TO YOU?**



Rarely have I seen a café of this size and with this space for children and adults. This café has a special atmosphere from the time you enter the door, a place where everyone can really relax.

Café turnover is \$17,000 per week. Rent is very reasonable. Great indoor and outdoor flow. Large commercial kitchen with quality stainless steel plant.

With over \$1M p.a. catering, this business should give the new owner a \$300,000 p.a. net profit.

Genuine reason for selling, good accounts.

Don't miss out on this golden opportunity!

**Asking price: \$700,000 and Stock**  
Roger Cook / 027 432 2325 / rogerc@linkbusiness.co.nz

Ref:15201

**QUALITY 7 DAY CAFÉ!**

This café attracts professional customers, situated in a great location.

Turnover is \$14,000 per week.

Lovely set up, indoor and outdoor flow, set within other quality food outlets.

Profitable cafés are hard to find and you won't find another like this, so call today! Some experience would be an advantage.

Don't miss out on this wonderful opportunity!



**Asking price: \$370,000 and Stock**  
Roger Cook / 027 432 2325 / rogerc@linkbusiness.co.nz

Ref:14627

**5.5 DAY CAFÉ WITH \$20K WEEKLY TURNOVER**

This is a franchise corporate café located in a busy industrial area in Auckland surrounded by many businesses and offices. It is very spacious and superbly presented. The business is running extremely well with weekly sales of about \$20k and is only open Monday to Friday and Saturday half day.

It is also extraordinarily well-equipped, has on-license (you could open late and Sunday if you want to).



**Asking price: \$749,000 plus Stock**  
Henry Han / 021 516 588 / henryh@linkbusiness.co.nz

Ref:14997

**NZ POST/ KIWIBANK/STATIONERY**

What a great secure combination.

Well established business for over 20 years in a highly sought after location. Managed by one owner and one staff member. Ideal family business. Regular customers and a large waiting list for post boxes. Good regular magazine sale to commercial customers.

Best buy.



**Asking price: \$490,000 plus SAV**  
Pra Jain / 027 279 4652 / praj@linkbusiness.co.nz

Ref:15164

**WELL LOCATED, PROFITABLE GYM AUCKLAND**

Popular gym, could be semi managed or more hands on owner! Make a difference to this already profitable business. No industry experience required. Excellent location with good parking, part of well known national brand. This gives you access to advertising material including a TV presence! The facilities are top quality, as are the well qualified staff.



**Asking price: \$373,000** **Ref:14821**  
**Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz**

**WORKSHOP FOR A WORKING OWNER – GREAT STARTER!**

Based on the North Shore, this well-known small workshop has a solid client base and makes the working owner a good income. There is one other mechanic in the shop.



The price includes all the necessary equipment and stock. Since 2009 the owner has steadily grown the business and there is opportunity for further growth.

The owner is relocating overseas and wants to sell as soon as possible.

**Asking price: \$120,000** **Ref:15090**  
**Basil Badenhorst / 022 454 8348 / basilb@linkbusiness.co.nz**

**FRANCHISE CAFÉ AT DESIRABLE LOCATION**

A long time established daytime café is situated in a busy location in a vibrant central suburb. The business is well supported by business people as well locals from the surrounding suburbs.



The café has both inside and outside seating and also newly refurbished courtyard. Rent is reasonable and lease is long.

If you are looking for a sound, attractive, easily run café operating under a well-known brand in a desirable area this could be ideal!

**Asking price: \$230,000 plus Stock** **Ref:15026**  
**Henry Han / 021 516 588 / henryh@linkbusiness.co.nz**

**LOTTO AND STATIONERS**

Two revenue streams under one roof. Store is open 6 days a week and is closed on Sundays and most statutory holidays. It is an established and stable business with a trading history of more than 20 years. Excellent corner location in the main street of the suburb. Reasonably cheap rent with five more years left in the lease.



**Asking price: \$230,000 including Stocks** **Ref:15022**  
**Efren Pascual / 021 782 820 / efrenp@linkbusiness.co.nz**

**UPMARKET ASIAN GROCERY STORE GOLDEN OPPORTUNITY!**

Situated in a prime central location with constant growing upmarket loyal clientele, this all in one grocery store is full of potential. Vendor reports current weekly sales \$23-\$25k with reasonable rent for the size and location of the store. You have to see it to believe it!



**Asking price: \$298,000 plus Stock (approx \$50k)** **Ref:14371**  
**Meng Murphy / 022 088 9118 / mengm@linkbusiness.co.nz**

**TOP PIZZA FRANCHISE IN A TOP LOCATION**

Great central Auckland location, always wanted but seldom available. Modern set up, small floor area and small rent makes this place attractive to a smart owner/operator. Weekly sales averaging \$15,000 plus and climbing. Opportunity to add another 20% growth for a good operator. Current sales should earn \$150,000 cash profit to owner/operator.



**Asking price: \$350,000 plus Stock (approx \$10k)** **Ref:14729**  
**Hari Gangisetty / 021 629 993 / harig@linkbusiness.co.nz**

**AMAZING FRANCHISE OFFER FOR A YOUNG ENERGETIC PERSON**

Here is your chance to get in on the ground floor and build your investment. This franchise produces results – success rates of over 90%.



The bakery is brand new, and is a turnkey purchase on a fantastic site. Two-time winner of the Franchise Council of Australia 'Franchise of the Year Award'.

It doesn't matter what your background is – you will receive full training from the best, and will learn all about business and baking.

**Asking price: \$300,000** **Ref:13671**  
**Basil Badenhorst / 022 454 8348 / basilb@linkbusiness.co.nz**

**OWN THE HOTTEST CHICK IN MISSION BAY**

Final opportunity to own rights to open the first Nando's in Mission Bay these include right of first refusal for future branches in Mission Bay, Orakei and Kohimarama.



Set up lease and all other costs not included in price. You are buying rights only.

Subject to approval of Franchisor.

All inquires to be directed only to Neville Choksi, exclusive agency.

**Asking price: \$95,000 plus GST (neg)** **Ref:14879**  
**Neville Choksi / 021 059 9519 / nevillec@linkbusiness.co.nz**

**TURNKEY CHILD CARE OPPORTUNITY LOW INVESTMENT**

Rare opportunity to buy a very desirable centre in fast growing Flat Bush/Botany area.



Licensed for 60 children.

Purpose built in fully developed residential subdivision. Surrounded by thousands of new homes and young working families who are the target clients. Looking for a keen and experienced operator. Long lease available with market rent.

**Asking price: \$100,000 plus plant and fittings (approx \$75k)**  
**Hari Gangisetty / 021 629 993 / harig@linkbusiness.co.nz**

**GORGEOUS BEAUTY SALON**

Salon only one year old and fitted to the highest standard, in busy popular location.



Four treatment rooms and spacious welcoming reception with excellent retail area.

T/O for 2012 in excess of \$160,000.

With all the hard work done with is an exciting opportunity for a new owner to capitalise on the continuing growth of the salon.

**Asking price: \$235,000 plus stock** **Ref:15012**  
**Fiona Carter / 027 497 7707 / fionac@linkbusiness.co.nz**

**INTERNET CAFÉ AND PC REPAIRS - WEST AUCKLAND**

Internet Café and computer gaming business with on-site computer repairs suited to an owner operator with IT related experience. Offers photocopying, scanning, printing, faxing, snacks and drinks. Could be expanded with other products. Operating for 4 years in an excellent location.



Owner reports sales revenues of close to \$250,000 and owner's profit at approximately \$100,000.

**Asking price: \$198,000 includes Stock** **Ref:14729**  
**Garth Nell / 027 296 1783 / garthn@linkbusiness.co.nz**

**PROFITABLE WELL ESTABLISHED DENTAL LABORATORY - AUCKLAND**

This growing business provides high-tech solutions to the dental profession nationwide. The business employs a small, highly skilled team of technicians. Operating with the latest technology and materials, it has a diverse customer base and a great reputation.



- Working owner's surplus circa \$180,000.
- Flexible lease.
- Genuine reasons for sale.
- A very sound business.

**Asking price: \$335,000** **Ref:15106**  
**Duncan Colebrook / 022 0700 956 / duncanc@linkbusiness.co.nz**

**5 STAR DISTRIBUTION FRANCHISE**

Exclusive 10 year (renewable) distribution rights in a sought after (sizable) area of Auckland, for a market leader, no sales marketing or stock.



Recession proof, home based, requiring only basic management skills.

10 year profitable track record, managed \$170K. Owner operated \$220K-\$240K potential.

Excellent systems in place present owners work 15 hrs pw. Owners would like to move on.

**Asking price: \$450,00** **Ref:15131**  
**Neville Choksi / 021 059 9519 / nevillec@linkbusiness.co.nz**

**5 DAYS CAFÉ IN AUCKLAND CITY**

One of the top corporate streets in Auckland CBD. Characteristic and surely impressed with rich European culture. This day-time café indeed requires your fully attention. Rent is reasonable and overheads are relatively low. The first time café owner has done her best, this would suit a buyer can take the business to the next level. The current turnover is about \$5,000 per week.



**Asking price: \$150,000 plus Stock** **Ref:15104**  
**Hannah Jiang Hardellet / 021 876 122/ hannahj@linkbusiness.co.nz**

**TERTIARY TRAINING – NZQU APPROVED**

Well established with tutors, rooms, equipment etc. Nets \$125,000 to owner operator (average of last two years). Price includes \$85,000 of plant etc (over \$125,000 replacement cost). Easy to run and an excellent buy at this price.



**Asking price: \$195,000** **Ref:14616**  
**Richard Ridler / 021 904 672 / richardr@linkbusiness.co.nz**

**MANUFACTURE INSTALL – MARKET LEADER**

Long established with a great reputation - probably the market leader. Major commercial, local and Government bodies, construction industry and domestic are included in the broad client base, many of them repeat. Not a high tech industry.



**Asking price: \$690,000** **Ref:15196**  
**John Adams / 021 974 097 / johna@linkbusiness.co.nz**

**POPULAR ICECREAM & FRANCHISED SALAD PARLOUR**

A brilliant opportunity exists to own two popular franchises under one roof - well known icecream franchise and a popular wraps, sandwiches, salads and smoothie franchise.

With a prominent and envied location, this store is well positioned for growth. The surrounding residential area is set to expand considerably with major housing and commercial developments being undertaken. The average weekly turnover is between \$8k - \$10k with extremely high returns and low outgoings.

**Asking price: \$190,000 (neg) plus SAV**  
Anil Vazirani / 021 0277 8149 / anilv@linkbusiness.co.nz



Ref:14560

**FRUIT AND VEGE SHOP**

Franchised fruit and vege shop on main road with plenty of parking. The business is now taking around \$40,000 per week but has great potential to improve the sales. Vendor has another business commitment and must sell it.

Call Henry Han on 09-281 2914 or Susan Han on 09-281 2929 for confidential information.

**Asking price: \$470,000 plus Stock**  
Susan Han / 027 566 8938 / susanh@linkbusiness.co.nz



Ref:15057

**BRING YOUR DREAMS**

The unique bakery, lunch venue north of Auckland has been developed over the last 6 years enabling the turnover to reach an average of \$6,500 per week. Current sales week on week comparison with last year is higher still! If you want to live in a beautiful area and have a good business then this is the business for you. Note that they have a permanent baker on their staff!

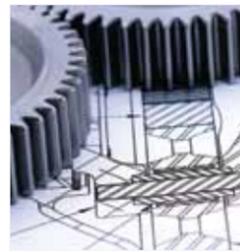


**Asking price: \$69,000 plus Stock**  
Bo Gee Wong / 021 398 965 / bow@linkbusiness.co.nz

Ref:15002

**CNC MACHINING/LIGHT MANUFACTURING - NO GOODWILL!**

Established 1973. Broad range of quality products, designs and customers. Own website, experienced loyal staff, well maintained plant. Business could be relocated or add on to existing business. Requires new owner to take advantage of recently developed products.



**Asking price: \$380,000**  
Graham Hoffmann / 027 493 6411 / grahamh@linkbusiness.co.nz

Ref:15079

**DIGITAL PRINTING BUSINESS - LOADS OF POTENTIAL**

A very exciting opportunity to invest in this digital printing business.

This long established business has a dominant position in its region and a large, well established client base. The business has excellent staff, up to date plant and equipment. Ideal acquisition for a printer looking for a business opportunity in the industry or a print company looking for expansion by acquisition.



**Asking price: \$165,000 plus SAV**  
Anil Vazirani / 021 0277 8149 / anilv@linkbusiness.co.nz

Ref:15286

**SUPERETTE AND LOTTO - NO COMPETITION**

Spacious superette with lotto within a busy block of shops. Plenty of convenient car parks.

Excellent main road location on the North Shore with no nearby competition.

Weekly winter T/O \$16K - \$17K, weekly summer T/O \$19K plus lotto T/O \$6K - \$10K per week. Showing very good gross profit with the potential of further growth, this business is positioned in a very fast developing residential area.



**Asking price: \$340,000 (neg) plus SAV**  
Anil Vazirani / 021 0277 8149 / anilv@linkbusiness.co.nz

Ref:15080

**5 DAYS CAFÉ IN AUCKLAND CITY**

One of the top corporate streets in Auckland CBD. Characteristic and surely impressed with rich European culture. This day-time café indeed requires your fully attention. Rent is reasonable and overheads are relatively low. The first time café owner has done her best, this would suit a buyer can take the business to the next level. The current turnover is about \$5,000 per week.



**Asking price: \$150,000 plus Stock**  
Hannah Jiang Hardellet / 021 876 122 / hannahj@linkbusiness.co.nz

Ref:15076

**CHILD CARE CENTRE - EAST AUCKLAND**

MOE licensed for 40 children. 12 under 2's and 28 over 2's. Well established for over 13 years. Great location and experienced staff. First time on the market. Owners wishing to relocate.

Accounts show great profits for the owners. Genuine buyers please contact me now.



**Asking price: \$750,000**  
Praj Jain / 027 279 4652 / praj@linkbusiness.co.nz

**FRANCHISE CAFÉ - PROMINENT NORTH SHORE MALL**

Become part of this success story. This is an award winning franchise system, providing franchisee support and the best systems and practices available. This store is located in a busy Auckland Mall, providing constant foot traffic and located close to a busy commercial hub. Price includes full training, store fitout, stock and equipment. Great return on investment. Highly profitable, showing excellent growth for the past six months. If you have a passion for coffee and hospitality, this business is for you.



**Asking price: \$550,000**  
Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

Ref:15051

**HAIR SALON WITH ACCOMMODATION AUCKLAND CITY FRINGE**

On the City fringe on main bus route and close to motorways. Complete refit Oct 2011 this bright and cheery salon with own parking is reluctantly offered for sale by overseas bound vendors returning to the UK. Returns over \$80k to owner on the books.

12 stations with 3 basins, lots of storage and waiting area.

Excellent 3 bedroom accommodation above with separate entrance for you to use or rent out.



**Asking price: \$120,000 plus Stock approx \$20,000**  
Robin Harris / 021 968 779 / robinh@linkbusiness.co.nz

Ref:14840

**SUMMER IS COMING! ARE YOU BACKPACKING?**

There could never be a better time to acquire this backpacker/hostel business in busy Auckland CBD. The location commands a natural and massive flow of tourists and students. It is surrounded by shops, malls, restaurants and schools. It is licensed to operate nearly a hundred beds. Enjoy the benefit of a long secured lease of 18 years.



**Asking price: \$145,000**  
Efren Pascual / 021 782 820 / efrenp@linkbusiness.co.nz

Ref:15315

**SMART COFFEE SOLUTIONS - SALES AND LEASING!**

A home based business selling and leasing home, office and business Espresso Coffee Machines. They are the JURA Coffee Machine Specialist in Auckland. Machines are imported from Switzerland and are automatic, bean-to-cup coffee machines. An uncomplicated one-stop-shop to cater for home, workplace or business coffee solutions. This is a small, flexible company - which still puts the customer first.



An exciting business which only requires a couple of hours a week. Good return on investment. Hurry!

**Asking price: \$75,000 plus Stock**  
Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

Ref:15117

**SUSHI SHOP FOR SALE**

Open only 6 days in a premium location with low rent. Turnover is between \$9,000 to \$10,000 per week but rent is less than \$800 per week. Also, the business is semi-managed and has great potential to grow. Vendor is willing to teach you how to run this profitable business until you are 100% confident.



**Asking price: \$390,000 plus Stock**  
Susan Han / 027 566 8938 / susanh@linkbusiness.co.nz

Ref:15198

**LOGO SHOP (EMBROIDERY & PRINTING) - VERY PROFITABLE**

Good money maker (very high margin, GP : 75%-80%). Easy operation and suitable for a couple.

Established 6 years. Prime location at entrance of major shopping mall.

Retail shop selling printing and embroidery for a variety of items such as business wear, promotional clothing, headwear, sportswear, bags and travel accessories, printing T-shirts, towels and jackets etc.



This will not last long!

**Asking price: \$230,000 plus stock**  
Robert Sohn / 021 345 350 / roberts@linkbusiness.co.nz

Ref:15063

**ICONIC EPSOM CAFÉ - THIS IS THE ONE!**

This is a café with a difference, prime upmarket location. This café is open daily for breakfast, morning tea, lunch and afternoon tea. It offers a selection of cabinet food and beautiful dainty treats. Elegant interior offering a high tea setting. Selling "People's Coffee", which is fair trade and organic. Busy café with great growth potential in sales and bottom line. Hurry, this perfect little café is a gem in the area!



**Asking price: \$265,000**  
Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

Ref:15098

**MOTEL FOR SALE IN NEWMARKET (AUCKLAND)**

Located in busy main road with easy access to City, motorway and airport. Leasehold going concern (buildings and business for sale)

This motel is in the Grammer School Zone. 16 units with 2 bedroom owner's accommodation For genuine buyers only.



**Asking price: \$790,000 plus GST (if any)**  
Robert Sohn / 021 345 350 / roberts@linkbusiness.co.nz

Ref:14523

WAIKATO

VERY SOUND BUSINESS AND INCOME GENERATING INDUSTRIAL PROPERTY

This manufacturing business which specialises in cast iron products achieved a net return (EBPIDT) of \$271,767 for 2012. Imports account for just under half of sales revenue. The customer base is nationwide. Most trading activity is business to business. Two additional long term tenants are based at the property. The asking price of the business alone is \$570,000 including stock.



Asking price: \$2,370,000  
Rhys Douglas / 021 718 331 / rhysd@linkbusiness.co.nz

Ref:14710

A LITTLE GEM: SUPERETTE FOR THE HEALTH CONSCIOUS

The superlatives for this business include; good return, well organised, plenty of interest, attractive image and ambience. Organic food items are stocked along with gluten free products, eco-friendly cleaning products, natural remedies and health supplements. Operating five and a half days per week, it returns around \$100,000 to the working owners. The price includes stock of around \$55,000.



Asking price: \$179,000  
Rhys Douglas / 021 718 331 / rhysd@linkbusiness.co.nz

Ref:14781

AUTOMOTIVE SERVICING WITH A POINT OF DIFFERENCE

The focus of this business is on performance and tuning plus routine vehicle maintenance. There is a substantial customer base as the business has been operating for around eighteen years. The leased premises are centrally located. The business operates five days a week. The EBPIDT for 2011 was \$103,634. The price includes stock and work in progress of around \$20,000.



Asking price: \$160,000  
Rhys Douglas / 021 718 331 / rhysd@linkbusiness.co.nz

Ref:14835

THE ORIGINAL CALIFORNIA BURRITO COMPANY HAMILTON

The healthiest and tastiest of opportunities. Here is an opportunity to purchase the pilot store of this very fast growing and successful Mexican food franchise. This store has a strong following and is returning great profits. This is a great return on your investment, turn-key operation with huge potential. Full training and support provided.



Asking price: \$200,000  
Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

Ref:15011

PIZZA FRANCHISE - GREAT OPPORTUNITY!

Life should be delicious! At Crust Pizza we've said ciao to the days when pizza was a cheap and nasty experience. This is an exciting new established franchise business. Here is a great opportunity to purchase the pilot store in Hamilton, which has shown great growth and has a committed following.



Asking price: \$280,000  
Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

Ref:15009

LOVELY LICENSED CAFÉ WITH TONS OF POTENTIAL

This licensed café is immaculately presented, right in the heart of Tokoroa, established and operated by the current owner since 1995.



The business has low overheads offering minimal risk, the weekly rent is only \$230 plus GST.

There is several seating options with pavement and front house dining and a fully covered secured courtyard, offering plenty of room to open for evening trade or provide function service.

Priced exceptionally well for a quick sale.

Asking price: \$59,000 plus Stock  
Nuree Allan / 027 446 6987 / nureea@linkbusiness.co.nz

Ref:14857

STRONG HARDWARE RETAIL FRANCHISE - WAIKATO

Based on good old fashioned service, loyal clientele and great quality trade and DIY tools this business enjoys all the support and benefits of a well-established Franchise.



Turnover has increased over each of the past 3 years with 2012 sales of \$804,198. Sitting in the top third of the NZ franchises there are further opportunities to increase sales.

First time on the market in two generations - what an opportunity!

Asking price: \$330,000  
Steven Matthews / 021 848 873 / stevenm@linkbusiness.co.nz

Ref:15270

BAY OF PLENTY

MANAGEMENT RIGHTS - BAY OF PLENTY BEACH TOWN



Management rights for a modern five star apartment complex in a popular Bay of Plenty beach town:

- 14 apartments in the letting pool.
- A cash surplus of over \$100,000 per annum, including the Body Corp salary.
- The manager's accommodation is a spacious two bedroom freehold apartment (included in the asking price).
- 22 years are left on the management term.

Asking price: \$1,110,000 plus GST (if any)  
Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

Ref:13443

REST HOME WITH DEMENTIA UNIT



This tidy well-presented rest home is licensed for 11 rest rooms and 11 dementia rooms. The vendor has invested heavily in converting the home to cater for the secure dementia wing. Would ideally suit an owner operator, currently running under semi-management.

- Sales \$839,973
- Net Surplus \$74,833 (E.B.P.I.T.D)

Asking  
• Business \$85,000  
• Freehold Property \$1,115,000 plus GST (if any)

Asking price: \$1,200,000 including Freehold plus GST (if any)  
Leath Craig / 027 290 1122 / leathc@linkbusiness.co.nz

Ref:15209

LOLLIPOPS FRANCHISE - TAURANGA

Lollipop's Playland and Café is a New Zealand Franchise operation and is one of 23 worldwide.

Good lease in place, comprehensive plant and excellent reputation.

This business has one working owner and is otherwise fully staffed.

An awesome working environment especially if you like having fun with kids, yet nevertheless is a serious business opportunity that has the potential to provide great returns to an owner-operator.



Asking price: \$195,000  
Steven Matthews / 021 848 873 / stevenm@linkbusiness.co.nz

Ref:14784

ELECTRICAL PUMPS - PROVIDES OWNER +\$80,000 P.A

Established over 12 years. Operated as a home based business by a sole owner, benefitting from no lease or staff commitments.

Includes a \$25,000 work vehicle and some stock along with other good condition assets. Operating Mon-Fri only, flexible hours providing great family lifestyle.

Reluctant sale due to personal circumstances. Good vendor assistance being offered with sale. Fantastic opportunity.



Asking price: \$180,000  
Steven Matthews / 021 848 873 / stevenm@linkbusiness.co.nz

Ref:14220

GIVE IT A SPIN - MAKE MONEY AS WELL!

The only fulltime jetboat tour operation in Tauranga. The boat is a powerful 6.15m alloy vessel powered by a 5.7 litre V8 coupled with a jet unit.

Fully kitted out with the latest safety equipment, "Bossy Bitch" is licensed for up to 12 passengers and can operate within Tauranga Harbour and up to 0.5 nautical miles offshore, weather permitting.

All the hard work's been done. Now is your chance to do something you've always loved - and get paid for it!



Asking price: \$79,500  
Roger Brockelsby / 027 919 5478 / rogerab@linkbusiness.co.nz

Ref: 15062

BUSY LITTLE DAIRY - TAURANGA

This well set up dairy is located in an excellent retail location in the Tauranga region. Great opportunity for a family business.

The business trades 7 days from 6.30am to 8pm. The annual rental is \$15,500 plus GST and outgoings.

Weekly turnover is \$12,000 to \$13,500 inclusive. Currently managed by one full-time and one part-time owner operator.



Asking price: \$140,000 plus Stock  
Sanjeev Dewatt / 027 545 5303 / sanjeevd@linkbusiness.co.nz

Ref:15197

**SUPERIOR GARDEN CENTRE CAFÉ**

Exceptional franchise support, excellent staff and high standards. Located in an award winning Garden Centre, sales to date are 12% up on last year.

Excellent lease, expiry date August 2029. Seating approx 60 inside and 40 outside with room to expand.

Semi managed, as owners work only one day a week.



**Asking price: \$360,000**  
Nuree Allan / 027 446 6987 / nureea@linkbusiness.co.nz

Ref:15148

**HOLIDAY PARK AND MOTEL – THERMAL EXPLORER REGION**

This holiday park offers a natural thermal hot stream, natural hot pools, 8 self-contained motel/chalet units, 3 self-contained tourist flats, 6 cabins, a back packer facility, 20 powered sites, a variety of non-powered sites, a fully licensed restaurant and 3 bedroom owners' accommodation.

18 years are left on the lease.

The annual turnover exceeds \$260,000 and good profitability is achieved.



**Asking price: \$550,000 plus GST (if any)**  
Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

Ref:14597

**PARA RUBBER TAURANGA - NEW OWNER WANTED!**

Para Rubber has been established in Tauranga for more than 70 years. It is a local icon that just about everyone knows. It has served the community well and an exciting opportunity now exists to take the store to a new level and maximise its potential!

Owner in his seventies wishes to retire.

Call today to express your interest!



**Asking price: \$65,000 plus SAV**  
Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

Ref:12844

**5 DAY CAFÉ – ALL WEEKENDS FREE**

A well-presented café operating very successfully in a busy Bay of Plenty town near Tauranga.

It seats 48 people inside and 6 outside. Trading is Monday to Friday from 7.00am to 3.00pm.

A good lease is in place with an annual rent of \$16,260 plus GST.

The average turnover is \$4,900 per week.

Don't delay with your enquiry!



**Asking price: \$115,000**  
Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

Ref:15058

**PRODUCE MARKET TAURANGA – APPROX \$60K PER WEEK**

Large clean and tidy produce market, located in prime CBD with plenty of parking. There is little to no competition in the direct area.

Trading is excellent, showing year on year annual turnover exceeding \$3M. Be in now to reap the benefits of the Christmas season.



**Asking price: \$330,000 plus Stock**  
Nuree Allan / 027 446 6987 / nureea@linkbusiness.co.nz

Ref:14717

**IMPORT WHOLESALE – RETURNS OWNER +\$100,000**

Established + 20 years importing high quality electrical products with trade marks in place Mon-Fri only, easily managed by one F/T owner.

Modern office / warehouse, 6 month lease at \$15,000 p.a with one right of renewal. Freehold option available or re-locatable.

The business is made up of \$17,773 of plant equipment and approximately \$130,000 of stock. Located at Mount Maunganui.



**Asking price: \$300,000**  
Steven Matthews / 021 848 873 / stevenm@linkbusiness.co.nz

Ref:15180

**LOTTO, KIWIBANK, NZ POST & STATIONERY FRANCHISE!**

This is a great opportunity to join this vibrant national network. The brand has been an important part of local communities for many years, offering a personalised service, delivering customers essential services along with a great range of books, stationery and gift ideas. This busy store is situated in a top North Island tourist town.

The accounts are showing excellent profit and good growth. Escape the big city and enjoy the lifestyle that this friendly and thriving town has to offer. Motivated vendors.

**Asking price: \$650,000**  
Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz



Ref:13838

**CAFÉ/RESTAURANT MT MAUNGANUI – LOCATION PERFECT**

This café/restaurant gets a few 10's from the judges – perfect location, great kitchen, long lease and brilliant systems. If you are after a hospitality business in the Mount/Tauranga area don't go past this surprisingly affordable opportunity.

With this business you can hit the ground running and put your own flavour on it as well.



**Asking price: \$175,000 plus Stock**  
Roger Brockelsby / 027 919 5478 / rogerab@linkbusiness.co.nz

Ref:15171

**BUSINESS AND HOBBIES DO GO TOGETHER!**



This specialist retail business located in central Wellington has been looking after model makers and hobbyists for over 50 years.

The business provides scale models and hobby related items for their customers. The recent economic downturn has had little impact on this discretionary spend. The business has an extensive range of models, modelling accessories, radio control units, modelling magazines, slot cars, train sets, meccano and a loyal database to sell to.

Previously the domain of the children and toy market, the products this business sells appeals to a wide range of hobbyists and collectors with the majority of customers being over 25 years of age.

A very profitable opportunity for an enthusiast or an owner operator.

**Asking price: \$235,000**  
Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

Ref:15052

**KIWISPAN – PRE-ENGINEERED BUILDINGS**

Kiwispans NZ are the New Zealand market leaders in the design and construction of pre-engineered buildings. They have built a reputation for designing and constructing buildings that are not only strong and cost effective but aesthetically pleasing as well.

Kiwispans pioneered the construction of high tensile pre-engineered buildings right here in NZ. After being involved with imported overseas designed products, they recognised the need to develop a NZ designed and engineered system. Now their system is designed by Kiwis specifically for Kiwi conditions and using only the best locally manufactured components with unmatched structural integrity, so Kiwispan can offer their customers complete satisfaction. Kiwispan's computerised design and quoting system ensures that quotes are accurate, timely and in keeping with their high standards of customer service.



**NOSTALGIC UPPER HUTT CAFÉ AND WINE BAR**



This is one of Upper Hutt's busiest cafés with an attached wine bar. Originally established in 2002, the café wine bar is now one of Upper Hutt's true community and live entertainment venues that exudes atmosphere from a colourful and historic past. It is now seen by many as a local landmark and icon of the Upper Hutt region.

The café/wine bar has 4 year average annual sales in excess of \$750,000 with a 2012 EBPITD of \$245,603 which represents a 62% return on asking price! This café is extremely well run by an operator who understands the community they serve. The current lease expires in September 2016 and the landlord would welcome a renewal.

If you're a café specialist who enjoys engaging with the community you serve, this café is a must from vendors who are realistic about price.

**Asking price: \$395,000**  
Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

Ref:14769

**Asking price: \$395,000**  
Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

Ref:15185

**CBD NEW YORK STYLE LOFT BAR**



Open Monday to Friday 11am till late. Saturday 11am till 2pm with Saturday night reserved for functions only.

The business is closed for two weeks over Christmas and New Year and closes all public holidays. Great hours for hospitality!

Brewery contract is with Lion Breweries. Approximately four years left to run on contract.

Lease expires 2019. Sub lease to coffee shop pays half the rent so bar rent of \$26,882 is only 3% of annual revenue! This bar has been here since the 80's and will be here for many years to come!

2012 annual sales of \$821,795 produced an EBITDA of \$146,298 after general manager and head chef salaries. That's a 37% return on asking price for a managed investment!

**Asking price: \$395,000** **Ref:14731**  
**Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz**

**CENTRAL CITY LIGHT ENGINEERING - EXTENSIVE HISTORY & REPUTATION**



This central city engineering shop has the market to itself as the only medium to heavy engineering business in the central city. The business is known for the quality of their work and for the range of work they can handle. Their client list includes the film industry, local council, infrastructure companies, building managers, local builders and their order book is currently full for the next three months.

Staff have been with the business for up to 10 years and wouldn't want to work anywhere else because of their great team environment.

2012 sales were up 5% on the previous year and recent EBPITD represents a 37.8% return on the asking price.

The Central City location is this business's greatest asset and the vendor is offering the building for sale with the business. The building has a RV of \$1,075,000.

What a great opportunity to build TWO assets!  
**Asking price: \$450,000** **Ref:14239**  
**Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz**

**COFFEE VENDING**

Jarrah Coffee Vending machines have been operating in NZ since 2007 and have secured a solid market for their products by supplying high quality Coffee Vending Machines for businesses and workplaces. Jarrah Vending currently have a network of 500 machines nationwide including major national accounts.



Vending machines are strategically located in high traffic areas such as:

- business reception areas
- business smoko rooms
- workshops
- franchised food outlets
- corporate offices

The current owners have identified many more opportunities for the machines and products but are ready to retire and are prepared to let the business be taken over by someone with more energy.

2012 adjusted profit is showing a 96% return on asking price after business consolidation.

This is a great opportunity to go hard for a year, set up new sites and then sit back and let the business work for you. A great opportunity for passive income.

The business is absolutely transportable to anywhere in the country but is best located near a port.

**Asking price: \$175,000 plus Stock** **Ref:14830**  
**Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz**

**GAMING BAR BY THE BEACH**



This Kapiti Coast Sports and Gaming Bar is one of the best we've seen. 18 gaming machines and TAB, exceptional rent, mature clientele, and very profitable.

Gaming machines are generating a weekly site rental of \$3357 (annualised = \$174,539). The TAB have completed a fully digital upgrade to all betting facilities. Lease is secure to 2026 and long standing staff are eager to stay on with a new owner.

All of this on the sunny Kapiti Coast where the new Paraparaumu airport is making this town boom again with renewed growth.

Don't delay. This is one of a very limited number of gaming sites with a license for 18 machines. We don't expect this great local pub to last long at all!

Price reflects an earnings multiple of 2.45 for a fully managed business! That's a 41% ROI!

**Asking price: \$450,000** **Ref:14061**  
**Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz**

**RENTAL BUSINESS TO THE HOSPITALITY INDUSTRY!**



Powertank - Wellington regional licence for sale. Major supplier agreements in place.

Service based business using cutting edge kitchen cleaning technology. Many benefits for the hospitality industry and once used - customers are sold.

- \*Huge growth potential
- \*Systems and documents in place

\*Market leader in this sector  
 \*Range of equipment  
 This business would suit someone with a hospitality or sales background. Exciting opportunities and good profits.

**Asking price: \$100,000** **Ref:15102**  
**Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz**

**EXCITING OPPORTUNITY FOR LJS - KAPITI COAST**

LJS has just opened a brand new store in the Coastlands Mall. All it needs now is a franchise owner! It has been trading a month with good customer feedback, a good rent and great looking store!



Training includes food preparation so you don't need existing cooking skills. You will spend time in a current store and also learn the administration and running of an LJS during your training.

**Asking price: \$199K + stock and includes the franchise fee** **Ref:14122**  
**Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz**

**NOSTALGIC UPPER HUTT & WINE BAR**

This café is one of Hutt Valley's busiest cafés and has an attached wine bar. Many now see it as a local landmark and icon of the Upper Hutt Region.



This café is very profitable and extremely well run by an operator who understands the community they serve. 2011 EBPITD = \$265,366.

**Asking price: \$395,000** **Ref:14769**  
**Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz**

**The First Step in Selling Your Business is to Update Your Books**

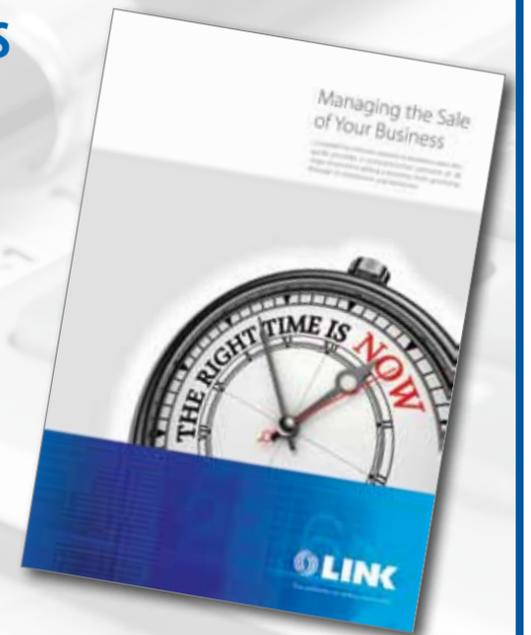
Whether you're planning to sell your business yourself, or through an intermediary, the LINK group provides important information on how to achieve the best price.

Compiled by industry experts in business sales, the guide provides a comprehensive overview of all steps involved in selling a business, from grooming through to the final hand-over.

It explains different valuation methods and also, the relevance of accountancy policies and their affect on the sale price. With tips to help you avoid common mistakes and legal pitfalls, the LINK guide helps you manage the sale of your business in a carefully planned way so that confidentiality is maintained, uncertainty avoided and success assured.

**For your free 20-page comprehensive guide, or a confidential appraisal of your business,**

**Call 0800 546 528 or email link@linkbusiness.co.nz**



**MASTERTON - ONE OF THE BEST RESTHOMES YOU'LL FIND**

Profitable resthome in excellent condition currently operating with 21 beds but with significant potential to expand or re-develop, subject to all necessary consents.

Level rectangular site of 1834m2 more or less (zoned residential) multiple options for an operator or developer.

High occupancy with a T/O of \$750k and adjusted owner's surplus in the region of \$180k for 2012 under the owner's daily management and control.



**Asking price: \$1,250,000** **Ref:15144**  
**Duncan Colebrook 022 070 0956 / Meng Murphy 022 088 9118**

**FURNITURE REMOVALS**

This semi-managed business has been established for seven years and has a well established brand in the Wellington Region. The owners have implemented excellent systems and are currently enjoying an 80% strike rate on quotes. 2012 revenue of \$255,346 produced an EBPITD of \$98,404.



**Asking price: \$195,000** **Ref:13650**  
**Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz**

**WELLINGTON CENTRAL AND KAPITI - LAWN & GARDEN CARE MASTER FRANCHISE**



A well established business with an excellent existing base of franchisees and excellent growth opportunities. Full training and ongoing support.

The Master Franchisee must possess an understanding of the operation of a business generally. Typically this business knowledge is derived from either having previously owned or managed a business of some sort or the acquisition of similar skills derived from involvement in the business sector.

Knowledge of sales and general management and a good understanding of this business is important.

This is a business that demands a person with some maturity capable of a serious commitment to the future growth and financial success of the business.

**Asking price: \$220,000** **Ref:13835**  
**Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz**

**VIDEO STORES ARE ALIVE AND WELL AND VERY HEALTHY**

These two Wellington based video stores are part of a well established home grown Kiwi Franchise group that started in 1984. The Franchise Head Office has over 50 years of collective industry experience and they're very confident about the industries future.

One of the stores is one of only two in a sub-city of more than 52,000, and is part of a destination shopping precinct at a thriving Mall. Although it has a competitor, this store dominates the video market in the area. Currently operated under management this business produced a very healthy managed profit in 2012 - 21% on revenue of \$729,254. An owner operator could achieve a 47% return on the asking price

The other store is the only one in a suburb of more than 16,000, is next to a major super market and part of the local shopping mall. This is a very high profile site and the video brand has a fantastic customer base of loyal regulars. Currently operating under management this business produced a very healthy managed profit in 2012 - 28% on revenue of \$443,667. An owner operator could achieve a 44% return on the asking price.

The Franchisor has some very exciting growth opportunities lined up that will significantly increase the top and bottom lines of both stores.

**Asking price: \$375,000 (Ref:15125) \$475,000 (Ref:15126)**  
**Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz**



**NORTH ISLAND**

**BOUTIQUE FRENCH STYLE HOTEL**



Mon Logis meaning "My Dwelling" is a beautiful boutique hotel that sits on Marine Parade in Napier with unobstructed sea views, within walking distance to central town and local tourist destinations.

It has been lovingly renovated, catering to a maximum of 8 guests and is modelled on the small privately owned French Hotel.

The guest rooms have all been re-decorated by the current owners, keeping in style with the original charm of the building.

Napier is the heart of the Hawkes Bay region, it is well known world wide for its vineyards, arts, food and wine festivals. Be part of it today, live the lifestyle.

**Asking price: \$895,000 plus GST (if any)** **Ref:15024**  
**Nuree Allan / 027 446 6987 / nureea@linkbusiness.co.nz**

**FREEHOLD GOING CONCERN REST HOME / HOSPITAL**

This character rest home/hospital operates at full occupancy most of the time.

Registered with 30 beds (20 rest home and 10 hospital beds) it has a long standing reputation for the provision of quality services to clients, offering a warm loving family environment.

Sales \$1,287,467. Gross \$ 443,546

Net Surplus \$295,547 (E.B.P.I.T.D)

Asking: Business \$460,000 Freehold Property \$1,500,000 plus GST (if any)



**Asking price: \$1,960,000 including Freehold plus GST (if any)** **Ref:14653**  
**Leath Craig / 027 290 1122 / leathc@linkbusiness.co.nz**

**4 STAR PLUS NORTH ISLAND ICON HOLIDAY PARK**

Vendors have had this well-known lower North Island Holiday Park for over 10 years now and it is time for them to move on. On a very long term land lease, but the buildings go with the sale of the business and at less than the 2008 registered valuation!



**Asking price: \$2,200,000** **Ref:15059**  
**Garth Neil 027 296 1783 / Robin Harris 021 968 779**

**TOURISM OPPORTUNITY AVAILABLE - MANY OPTIONS HERE**



Dinner and harbour cruises, dive charters, passenger ferry and wine tours. This tourism business, currently situated in Hawkes Bay, will give a new owner a variety of options. Assets include a 72 ft catamaran licensed for 110 passengers, an amphibious vehicle (the 'Duck') capable of carrying 34 passengers and a bus licensed for 33 passengers. Valuations available. Catamaran also available separately.

**Asking price: \$1,500,000** **Ref: 14563**  
**Roger Brockelsby / 027 919 5478 / rogerab@linkbusiness.co.nz**

**WELL-KNOWN PIZZA FRANCHISE FOR SALE**

The business is located in a small town of North Island. Vendor is retiring and offers this great opportunity for sale. You can either buy two stores with large exclusive territory or buy only one.



Both shops are in excellent location with good car parking. Very cheap rent, weekly sales between \$18,000 to \$20,000. Proven systems and full training included.

Join this successful brand and reap the profit.

**Asking price: \$1,100,000 plus Stock** **Ref:15005**  
**Henry Han 021 516 588 / Susan Han 027 566 8938**

**LARGE FULLY-MANAGED CHILDCARE - INVESTOR/ OWNER-OPERATOR**

This large, well-managed ECE centre is up for sale for the first time since opening. Enjoying steady growth in licence numbers with room to increase further, this centre has great systems in place for easy management. It offers a fantastic return to an experienced owner/operator or can be fully managed by an astute investor.



**Asking price: \$1,600,000 plus GST (if any)** **Ref:15120**  
**Roger Brockelsby / 027 919 5478 / rogerb@linkbusiness.co.nz**

**VEHICLE TRANSPORTER**



Present owner since 1986 is keen to move on. Modern fleet that is kept busy from Auckland north. Based in Whangarei the business has local market dominance and would suit new owner possibly wanting to expand. Busy car haulage business with market dominance in Northland. Sustained profitability will support, an asking price of \$750,000. Offers considered.

**Asking price: \$750,000**  
**Brett Clarkson / 0800 345 670 / brett@linkbusiness.co.nz** **Ref:13735**

**RETAIL BUSINESS MON-FRI RETURNING \$150,000**

This Hawkes Bay business provides product lines based around work related apparel and safety clothing. Owned by the same family for 20 years, the owners are selling to focus on a new business venture.



Sales for 2012 exceed \$700K p.a. providing two full time working owners around \$185,000 PA for only five days per week.

New lease or freehold option available. Price includes stock at \$100,000.

**Asking price: \$300,000**  
**Steven Matthews / 021 848 873 / stevenm@linkbusiness.co.nz** **Ref:15055**

**BUSY DAIRY WITH LAUNDROMAT - NAPIER**

This well set up dairy and laundromat is located in a popular shopping centre.

The business also carries management rights for the laundromat next door. This doesn't require any extra staff, as the laundromat is self service.

Business open 7 days. Trading hours 6.30am till 7.00pm.

The annual rent is \$26,000 plus GST.

Average weekly turnover this financial year to date is approximately \$16,500 including GST.

**Asking price: \$180,000 plus Stock**  
**Sanjeev Dewat / 027 545 5303 / sanjeevd@linkbusiness.co.nz** **Ref:15181**



**SUPERSTAR INVESTMENT OHAKUNE - CV \$1.350M VENDORS SAY SELL AT \$790,000**

FHGC 12 room hotel/bistro/bar/liquor store. Located on .3035 ha of prime freehold, commercial/retail land in the centre of town on a high profile corner site.

The configuration allows for separation to create multiple tenancies. Currently one liquor tenant in place returning \$22,000 p.a.

Priced to sell today.

**Asking price: \$790,000 plus GST (if any)**  
**Nuree Allan / 027 446 6987 / nureea@linkbusiness.co.nz** **Ref:13906**



**EXTREME BACKPACKERS, CLIMBING WALL AND CAFÉ**

2 properties with 2 businesses that sit side by side, conveniently located 100m from Turangi town.

Both immaculately presented, the backpackers offer a 1 bedroom managers apartment and 14 backpacker bedrooms with a fabulous internal courtyard.

The adjoining climbing wall includes a café with four internet kiosks and three separate double bedroom accommodation.

These businesses with freehold can be sold together or separately.

**Asking price: \$840k +GST backpackers. \$680k + GST climbing wall/café**  
**Ian Gleghorn / 021 706 810 / iang@linkbusiness.co.nz** **Ref:15190**



**TURANGI POSTSHOP & KIWIBANK. BOOKS & SOUVENIRS**

This is the only Postshop and Kiwibank in Turangi.

The shop provides post and Kiwibank services, retails books, magazines, greeting cards, tourist souvenirs, greenstone products, stationery and games.

Owner of 17 years is retiring. Income available approx \$140,000.

Shop rent just \$17,706 per year!

Your chance for a fabulous business in an outdoors mecca!

**Asking price: \$225,000 plus Stock**  
**Peter Redward / 027 492 0453 / peterr@linkbusiness.co.nz** **Ref:14629**



**DONUT KING QUEENSGATE & PALMERSTON NORTH**

These two company stores in good locations require hands on owner operators. Queensgate is in the mall as with the Palmerston North site. Good systems, product is made fresh daily. Sophisticated POS, ordering and ongoing support make these a great first time business.

**Ref:14592 \$270,000** **Ref: 14638 \$235,000 (includes franchise fee)**  
**Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz**



**DADS & LADS - LEADING THE WAY IN MALE GROOMING**

Join a leading New Zealand owned Franchise with a unique concept targeting a huge market. They have a proven system trading since 2008 and a strong, well established, trusted and recognised brand. With a strong support system and a comprehensive training program, they will help you find a good location, and support you through the start up process.



**Asking price: \$49,999**  
**Brian Pankhurst / 021 334 865 / brianp@linkbusiness.co.nz** **Ref:14983**

**JOIN THE MILLION DOLLAR GROWING FASTFOOD INDUSTRY!**

There has never been a better time to start your own business by becoming a pie franchisee! This unique and traditionally popular product has successfully tapped into a niche of the \$1 billion and growing fast food industry.

As a franchisee you will be extensively trained, fully supported, and part of a group of progressive and energetic people. Multiple locations and options available on request.



**Asking price: \$210,000 to \$264,000 (incl initial Franchise Fee)**  
**Meng Murphy / 022 088 9118 / mengm@linkbusiness.co.nz** **Ref:14867**

**CHILDCARE CENTRE - NORTHLAND**

Brand new and attractive set up business. Licensed for 28 children.

Currently managed by staff and about 50% full. Needs marketing to fill the roll. Absentee owner. Capital gain opportunity.



**Asking price: \$250,000**  
**Pra Jain / 027 279 4652 / praj@linkbusiness.co.nz** **Ref:15072**

**HIRE-PART TIME-HOME BASED**

Established for 18 years, the business earns an awesome profit for only 15-20 hours per week in summer and rarely more than 2-3 hours per day in winter. Most of work done by part time students. Profits steady over past 3 years.

The business comes with \$350,000 worth of Tangible assets including 5 works vehicles.



**Asking price: \$530,000**  
**John Adams / 021 974 097 / johna@linkbusiness.co.nz** **Ref:15151**

**CLEANCORP MASTER FRANCHISE OPPORTUNITIES - BAY OF PLENTY, WAIKATO AND WELLINGTON**



Here is an opportunity to join a well established franchise system that was built from the ground up in New Zealand. The original master franchise was established in Auckland over 10 years ago and recently sold – to date it has over 90 franchisees.

The Master Franchisee's role is to grow and develop the CleanCorp brand within your region. Income is generated from ongoing royalty fees and sales of franchises. You will have commitment and the desire to succeed in operating a proven and successful formula. The innovative systems have been developed to ensure success and provide long-term support.

**Asking price: From \$90,000**  
**Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz** **Ref:13615, 13616 and 13861**

**SPORTS RETAIL - FRANKLIN**

Unique, profitable business needs a new owner to maintain the solid growth and performance to date. Nets \$200k to owner operator. Easy to run and well set up with approx \$190k of stock included in the very attractive price.



**Asking price: \$395,000**  
**Richard Ridler / 021 904 672 / richardr@linkbusiness.co.nz** **Ref:13153**

**FOUR SQUARE - WEST COAST LOCATION**

Have you been looking for the opportunity to get into the Four Square network? Fantastic opportunity to break into the exciting grocery industry. This is a great business in a vibrant and growing Westcoast town. The business is a well established full offering supermarket. The accounts are showing excellent profit and good growth.

Escape the city and enjoy the lifestyle that the friendly Westcoast has to offer. Motivated vendors.



**Asking price: POA**  
**Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz** **Ref:14043**

**CANTERBURY**

**PREMIER HOLIDAY PARK = PREMIER OPPORTUNITY!**

The Holiday Park is on the popular Christchurch - Mt Cook/Queenstown tourist route, approx two hours drive from Christchurch and under an hour from Timaru.

Has a freehold area that contains a house, two cottages and two motel units, as well as a leasehold area containing powered and non-powered campsites, cabins and a kitchen, all on a total of over 2ha of land.



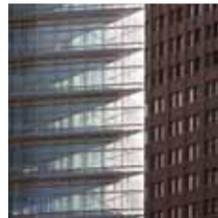
**Asking price: \$1,300,000**

**Ref:14680**

**Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz**

**CHRISTCHURCH MANUFACTURER/UNIQUE BUILDING SYSTEMS**

This business has a great trading performance and track record in the industry, they represent a substantial opportunity for a business minded marketing orientated person, with solid general management skills. Ongoing support from huge market leading multinational supplier, professional image, quality product and customer care reputation. Modern factory equipment and premises, operates with 8-10 people all up.



**Asking price: \$1,250,000**

**Ref:12944**

**Chris Bryant / 027 228 5688 / chrisb@linkbusiness.co.nz**

**SUPERIOR FREEHOLD BOUTIQUE LODGE - TRIP ADVISOR #1**

Beluga Luxury Lodge, situated in the heart of Methven has a Qualmark 4-Star Plus rating. The Lodge has a group of villas that provide guest accommodation options including stylish ensuite Lodge Rooms, the premium Garden Suite and the self-contained Minke Cottage holiday house. This sparkling boutique lodge provides and outstanding opportunity.



**Asking price: \$1,490,000**

**Ref:15091**

**Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz**

**OUTSTANDING 4 STAR PLUS MOTEL**

This 16-unit 4 Star Plus motel has an excellent mix of studio; 1-bedroom and family apartments are provided in a combination of fully refurbished and new facilities, which are only 4½ years old. Naturally the provision of quality chattels and services including double glazing, blackout drapes and internet facilities.



**Asking price:\$895,000**

**Ref:15250**

**Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz**

**MARLBOROUGH**

**KAIKOURA WATERFRONT MOTEL FOR SALE**

Brilliant opportunity to own a new lease on this exciting property, or purchase the freehold going concern outright as the vendor is negotiable on both scenarios. Kaikoura offers wonderful opportunities to tap into the growth tourist market with its world famous Whale watching experience. Separate 2 bedroom owner's accommodation with wonderful sea views and prime waterfront location.



**Asking price: \$2,500,000**

**Ref:11525**

**Mitchell McLeish / 0274 892 317 / mitchellm@linkbusiness.co.nz**

**TWO TREE LODGE - FREEHOLD GOING CONCERN**

Motel comprises of Four executive class ensuite units, plus one 3 bedroom unit. The 2 level live-in owners accommodation is a 2 bedroom, 2 bathroom with spacious living area which opens onto a private sun drenched out-door patio and rock garden. An extended family may also use the integral guest accommodation if needed. This lodge was recently awarded with a Certificate of Excellence in service and facilities.



**Asking price: offers over \$950,000**

**Ref:14755**

**Tony Cridge / 027 227 6050 / tonyc@linkbusiness.co.nz**

**SOUTHLAND**

**CHALETs IN THE CATLINS**



Mohua Park is a splendid 14ha property/business which includes the integrated Catlin's Wildlife Trackers business which is now offered for sale. Mohua also offers 14 hectares of land, 8 hectares varied native fores, 4 hectares 20-year-old production pine forest close to harvest and 4 private eco efficient 4-star, self catering cottages, historic homestead and an owner's or manager's residence.

**Asking price: \$800,000**

**Ref:14721**

**Tom Richardson / 027 516 7777 / tomr@linkbusiness.co.nz**

**OTAGO**

**FREEHOLD MOTEL FOR SALE ON OTAGO COAST**



Nugget View is situated in a private bush setting on a hill above the magnificent vista of the Kaka Point beach. The motel offers luxury spa, 1 and 2 bedroom units, studios & economy options - 13 units in total. Facilities with the motel include Sky TV, full cooking facilities, electric blankets, elevated decks, BBQ area and a laundry area.

**Asking price: \$1,800,000**

**Ref:15235**

**Tom Richardson / 027 516 7777 / tomr@linkbusiness.co.nz**

**SALE OF MANAGEMENT RIGHTS - QUEENSTOWN**

Cranbury Court compromise 21 1, 2 and 3 bedroom serviced apartments. The business is recognised as a very comfortable, mid-price range, well managed complex. Each apartment is equipped with a full kitchen including dishwasher, washing machine and dryer. The businesses received an outstanding achievement by scoring 97.8 (out of 100) and are now on "Good Standing 1" status.



**Asking price: \$985,000 + GST (if any)**

**Ref:14971**

**Tom Richardson / 027 516 7777 / tomr@linkbusiness.co.nz**

**HOLIDAY PARK AND MOTEL - SALE OF FREEHOLD**

This motel has ample room and facilities for the whole family, bbq, adventure playground, sheltered areas, caravan and camping site, comfortable and affordable motels and cabin. Increasing turnover and 20% turnover from 2011 to 2012. Modern 3-bedroom owners residence with attached office. 100 meters to town centre and CBD, shops and other amenities.



**Asking price: \$900,000**

**Ref:15094**

**Tom Richardson / 027 516 7777 / tomr@linkbusiness.co.nz**

Businesses for sale - Canterbury

**CHIPMUNKS TIMARU AND THE 'O' LOUNGE**

This spacious playland has been fully up-graded over the last year with fantastic facilities. The on site 'O' Lounge operates from a dedicated separate area providing after school and holiday care. The 'O' Lounge is CYF approved and WINZ subsidies are available. A First Class on site café provides a great range of food and beverages.



**Asking price: \$325,000**

**Ref:15008**

**Brian Pankhurst / 021 334 865 / brianp@linkbusiness.co.nz**

**SPORTING GOLD MEDAL**

One of New Zealand's best sports equipment specialists. Excellent operating systems in place to organise staffing, suppliers, promotion, merchandising, networking and sales. Multi income, store sales, web site sales throughout New Zealand and export overseas, equipment hire and outdoor training workshops. Multi client base, retail end users, wholesale to other stores right round Godzone, plus corporate/institutional clients.



**Asking price: \$400,000**

**Ref:14467**

**Chris Bryant / 027 228 5688 / chrisb@linkbusiness.co.nz**

**ON THE GO - AUTOMOTIVE SERVICES**

Multi site, fully staffed, well equipped, excellent systems and a profitable business. Substantial operation with a well recognised brand providing a competitive service to a reliable customer base. Suit a person or couple with general management experience, trade qualifications not necessary.



**Asking price: \$400,000 negotiable**

**Ref:14709**

**Chris Bryant / 027 228 5688 / chrisb@linkbusiness.co.nz**

**BEALEY AVENUE MOTELS FOR SALE**

Ten easy-care units with an excellent mix of 2x2 bedroom and 8x1 bedroom units. This motel caters to corporate groups and much more. The complex is easily run by a couple and is in fact presently run by a single owner. This is a rare opportunity to get into the motel industry for a modest outlay.



**Asking price: \$295,000**

**Ref:12697**

**Mitchell McLeish / 027 489 2317 / mitchellm@linkbusiness.co.nz**

**BOLTON ENGINEERING AND CNC SHOP IN RANGIORA**

This dynamic business has a team of qualified machining and fabricating engineers. Fully equipped with CNC technology and structural fabrication capability, Bolton Engineering can take care of all customers engineering needs. Bolton Engineering prides itself on constant reinvestment in technology meaning that they can offer the best products with the best service all done on time and to budget.



**Asking price: \$300,000**  
**Mitchell McLeish / 027 489 2317 / mitchellm@linkbusiness.co.nz**

**Ref:14344**

**LARGE BAKERY IN CANTERBURY**

A well established brand and has potential to increase product lines. The bakery does New Zealand wide sales and distribution and has a stable long-term work force. There is an opportunity to purchase freehold premises.



**Asking price: \$295,000**  
**Mitchell McLeish / 027 489 2317 / mitchellm@linkbusiness.co.nz**

**Ref:13661**

**LIFESTYLE MOTEL – PARADISE AT THE RIGHT PRICE!**

An excellent freehold going concern motel for under \$500,000!

Located in South Canterbury, within 20 minutes of ski-fields, lakes, mountains and the great outdoors. A short stroll to a great restaurant, pub and five minutes to near-by café and riverside picnic area.

Five easy-care units and a very comfortable owner's residence with attractive living areas, two bathrooms and a kitchen.



**Asking price: \$499,000 FHGC**  
**Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz**

**Ref:14590**

**THE SHEARER'S QUARTERS - ICONIC CAFÉ AND GIFTS**

The Shearer's Quarter is based in the farming district of Seadown, located between Timaru and Temuka and just a couple of kilometres off SH1 where signage is advertised. The business has a popular café with covered seating for up to 80 people, and a range of quality giftware for which the business has also gained an enviable reputation.



**Asking price: \$375,000 plus SAV**  
**Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz**

**Ref:15065**

**JOINERY BUSINESS – OWNER IS KEEN TO SELL**

Well established and respected designer and manufacturer of custom made joinery including bathrooms, laundries, internal doors, stairs, cabinet work, windows, wardrobes and kitchens. With their reputation for high quality products and best practice service, this business has built up the trust and support of a large customer base in the Nelson/Tasman region for high levels of repeat business and continuity.



**Asking price: \$410,000**  
**Barry McFedries / 021 873 243 / barrym@linkbusiness.co.nz**

**Ref:13939**

**BUSINESS IS BLOOMING**

Downies Flowers has been operating in Christchurch for over 50 years and is recognised as suppliers of quality cut flowers, foliage and florist goods both locally and throughout New Zealand, Downies have a well-established clientele, including some niche markets. The business is in a very accessible location for wholesale and retail customers, and has an excellent range of growers supplying quality products.



**Asking price: \$298,000**  
**Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz**

**Ref:15227**

**QUEENSTOWN MOTEL ACCOMMODATION**

Abba Garden Motel offers comfortable and affordable motel accommodation within walking distance to central Queenstown. On offer is a choice of self-contained studios and 1-bedroom and 2-bedroom units. The new owners will be able to benefit from the refurbishment work carried out by the current lessees. Membership of the Australasian ARRA Accommodation Group creates additional opportunities for publicity and bookings.



**Asking price: \$395,000**  
**Tom Richardson / 027 516 7777 / tomr@linkbusiness.co.nz**

**Ref:15295**

**SEASIDE RESTAURANT/CAFÉ IN MARLBOROUGH**

Premium café, restaurant, function centre. Situated in a busy part of the picturesque Marlborough Sounds. The business has won awards for excellence in service and food, with a catering capacity for 200 plus. At a half-way point between Blenheim and Nelson, this is a popular dining and meeting place for many tourists, travellers and corporate personnel.



**Asking price: \$575,000**  
**Tony Cridge / 027 227 6050 / tonyc@linkbusiness.co.nz**

**Ref:14850**

**LIGHT ENGINEERING & SIGNAGE – STRONG CUSTOMER BASE**

Market driven, growing and profitable business – well setup to suit a new owner with general management experience and a practical inclination. Specialists in the design and manufacture of ground services equipment, signage and branding for a strong niche customer base. A strong aviation customer base and diversified products and services, experienced staff for quality productive output and business continuity.



**Asking price: \$100,000**  
**Barry McFedries / 021 873 243 / barrym@linkbusiness.co.nz**

**Ref:14481**

**MOTEL NEAR THE BEACH – LIFESTYLE IN THE SUN!**

A spacious 4-bedroom and delightful 15-unit motel, this motel has shown significant increase in revenue over the past year, and is poised to continue this growth. While the motel provides excellent family accommodation, its corporate guest numbers are on the rise and the vendors have had a very positive response to upgrading work they have undertaken.



**Asking price: \$395,000**  
**Tony Cridge / 027 227 6050 / tonyc@linkbusiness.co.nz**

**Ref:13310**

**MOTEL LEASE FOR SALE – NEW 35 YEAR TERM**

Flexible occupation date. 4-star, 17-unit motel. Modernized and refurbished over the last short period. Excellent chattels. Spacious and sunny. Excellent access and security. Very good owners or manager's residence. Good variety of unit sizes and rates. Well located to all city facilities.



**Asking price: \$640,000**  
**Tom Richardson / 027 516 7777 / tomr@linkbusiness.co.nz**

**Ref:15122**

**LODGE IN NATURAL NEW ZEALAND**

Murchison Lodge is situated on 4 acres of landscaped native garden and surrounded by national parks and some of the most renowned fishing and walking locations in NZ. Murchison township is on state highway crossings for travellers en-route to the NZ west coast, Nelson and Marlborough. The Lodge offers four en-suite deluxe rooms in this exclusive setting at affordable prices.



**Asking price: \$750,000**  
**Tony Cridge / 027 227 6050 / tonyc@linkbusiness.co.nz**

**Ref:15121**

**WATERMELON SHADE FRANCHISE**

Watermelon Shade is 1 of NZ's premium suppliers and installers of custom made shades and all weather structures such as sun sails, cantilevered umbrellas, awnings and canopies. Manufacture and technical support provided by craftsman with 25+ years experience. Their marketing package includes web site, call centre, vehicle and corporate livery, leaflet drops and business networking.



**Asking price: \$88,500**  
**Brian Pankhurst / 021 334 865 / brianp@linkbusiness.co.nz**

**Ref:14860**

**BEYOND STORAGE FRANCHISE**

As taking the step to be your own boss is a big decision; Beyond Storage offers promising innovative storage solutions and system opportunities. The business is fully NZ owned and operated. It has strong franchisor support, durable personalised products, great returns; flexible lifestyle, proven systems, marketed brand, own in house call centre, reasonably priced; full training provided.



**Asking price: \$60,000**  
**Brian Pankhurst / 021 334 865 / brianp@linkbusiness.co.nz**

**Ref:15014**

**FITNESS STUDIO - HIGH PASSIVE INVESTMENT RETURNS**

Number 1 and fully established brand in the North Island, Jetts Fitness Franchisor will work with the investor to deliver everything needed to open and run a profitable fitness facility including site, lease, shop fit-out, equipment, monitoring and financial systems, recruitment of start-up staff and enrolling pre-opening members.



**Asking price: \$250,000 plus monthly equipment lease**  
**Barry McFedries / 021 873 243 / barrym@linkbusiness.co.nz**

**Ref:13452**

**HOLIDAY PARK IN SOUTHLAND**

Tuatapere Backpackers, Motels, Holiday Park. New Restaurant, Bottle Store, Bar and Information Centre to be built (Plans and Consents Approved). Currently has 4 spacious motels, 60 bed backpacker's hostel, holiday park, with campervan and tent sites, spa and sauna. Would suit a younger couple with hospitality experience and energy. Excellent home available and possible vendor assistance for the right people.



**Asking price: \$200,000**  
**Tom Richardson / 027 510 7777 / tomr@linkbusiness.co.nz**

**Ref:15234**



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Business Broker  
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## Become Your Own Boss

LINK is always interested in discussing career opportunities with talented, motivated individuals to join our team of business brokers. With over 10 years in the business broking market, LINK has earned an unparalleled reputation as a leader in the industry.

Our value relationships in the business community coupled with extensive experience will provide a solid foundation on which new brokers can build their career.

**If you are an ex-business owner and interested in earning top dollar while interacting with similar minded people, please submit your resume to any of the following;**

(All applications will be treated as confidential)

Auckland - Ellerslie  
auckland@linkbusiness.co.nz

Auckland - Wairau  
sellingyourbiz@linkbusiness.co.nz

Hamilton  
waikato@linkbusiness.co.nz

Bay of Plenty/Tauranga  
bayofplenty@linkbusiness.co.nz

Wellington  
wellington@linkbusiness.co.nz

Christchurch & South Island  
christchurch@linkbusiness.co.nz

## Businesses for sale - Nationwide

### THE COFFEE CLUB – VARIOUS LOCATIONS. HURRY!

The Coffee Club is an international success story with over 266 established stores in Australia, New Zealand, Thailand, New Caledonia and China. They have been in New Zealand for over 5 years and have successfully opened 30 stores from Dunedin to Auckland. There are two distinctly different styles of The Coffee Club. Each meets a distinct need in the market place. Each represents a viable business opportunity for prospective Franchisees. From a smaller kiosk to a 110 seat fully licensed café. The Coffee Club provides good food, great service and excellent coffee. Previous experience in managing a retail business is a great advantage, however, extensive training and proven business systems are provided. A passion for business is essential.

The Coffee Club is pleased to offer these new businesses in these top locations. Various locations available: Henderson, Mt Roskill, Pakuranga, Paraparaumu, Thames, Napier, Te Awamutu, Wanganui and Auckland.



**JOIN THE #1 GLOBAL FRANCHISING OPPORTUNITY – OPPORTUNITIES AVAILABLE NATIONWIDE FROM FAR NORTH TO WELLINGTON, \$175,000 - \$795,000**



This franchise has over 34,000 restaurants worldwide and over 200 in New Zealand, this is truly a well systemised franchise system.

**Asking price: Expected price range is from \$350,000 to \$400,000 plus GST**  
**Ref:12536, 13998, 14000 to 14005**  
**Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz**

### FIFO– INVOICE DISCOUNTING. HUGE OPPORTUNITIES!

Do you have sales and good relationship skills? Are you hungry and motivated? The Master Franchisee says let me show you how to earn \$100,000 plus p.a for an investment of \$49,500 plus GST plus working capital. This is an outstanding opportunity to join the specialists in providing working capital & fee-effective funding solutions. This invoice discounting business is growing both in NZ and Australia. Franchises are available nationwide. This is a great opportunity to earn excellent returns on funds invested while providing a very high degree of risk minimisation through established systems and procedures. Regions available throughout New Zealand



**Asking price: From \$49,500 plus GST**  
**Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz**

**Ref:11743**

### SOFTWARE – ENTERPRISE RESOURCE PLANNING TIER 3

Fully integrated customer driven solutions for small to medium sized businesses utilising the latest technology. The owners will provide initial training and support. Main components of the software are, customer relationship management, stock management, invoicing, accounts receivable and payable, asset management, general ledger with free format accounting structure, manufacturing and job costing, financial reporting.



**Asking price: \$740,000**  
**Barry McFedries / 021 873 243 / barrym@linkbusiness.co.nz**

**Ref:13985**

### Outstanding opportunity:

- Part of the World's No 1 Franchise
- Part of New Zealand's fastest growing and most successful Franchise
- Profitable
- Growth opportunity for hands on owner operators
- Training Courses in Australia
- Well respected brand providing healthy options

The opportunity to gain entry to an exclusive network of the worlds top sub-sandwich stores.

All the hard work has been done establishing these businesses - it's up to you to grow them!

Specialising in provision of the range of salads and sandwiches that the brand has become internationally renowned for in terms of promoting "healthy Living!"

The asking price of the business takes into account the physical business assets, as well as the earning capacity of the business. Become part of a growing network of entrepreneurs.

These stores sell quickly. Hurry!

For full details through a confidentiality process speak to the specialist in this brand, Nick Stevens.

**Asking price: \$175,000 to \$795,000**  
**Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz**

**Ref:No 1 Global**

**HORTICULTURE LIFESTYLE BUSINESS WHILE BASKING IN THE SUN**

This is a once in a lifetime opportunity to acquire this plantation business situated in a lifestyle freehold property in Northland. Bask in the sun and the warm weather in this beautiful sand country topped by a magnificent lake view. The sale includes all the improvements associated with the business and a three bedroom house.

The business produces tree crops and grows exotic subtropical nursery plants and fruit that cater to a mix of clientele including garden centres. There is a strong growth potential with an ever increasing market demand for these crops.

It is a compelling prospect not to be missed either for investment, for family or both. It will also suit overseas families wanting a more temperate climate and an easy lifestyle.

**Asking price: \$870,000 on a freehold going concern**

**Ref:15182**

**Efren Pascual / 021 128 820 / efren@linkbusiness.co.nz**



**LOOKING FOR A HIGH RETURN ON INVESTMENT?**



Fantastic new franchise opportunity, territories available throughout New Zealand. 8 very successful existing stores (in Auckland and Hamilton) and more opening soon. These stores have demonstrated that this is a successful and exciting brand. Turn key operation, huge potential.

You will get full training and support from the franchisor. This model will suit owner operators and investor owners. There is a great return on investment. Outstanding opportunity!

Delicious California style burritos, quesadillas, chimichangas and tacos. Filled with fresh salads, beef, chicken, steak, shrimp or beans, with options for vegetarians and vegans. Authentic Mexican sodas also available.

**Asking price: \$300,000 plus GST**

**Nick Stevens / 021 123 456 / broker@linkbusiness.co.nz**

**Ref:14402**

**BE YOUR OWN BOSS IN MARKETING & BUSINESS PLANNING**

If you:

- Have a passion for customer service;
- Can prioritise and meet deadlines;
- Have good attention to detail;
- Are proactive;
- Enjoy being part of a winning team.

Come and join one of the New Zealand's favourite home builders who provide ongoing support and training to each franchise team. Franchise Opportunities Available Nationwide.

**Asking price: \$75,000 to \$250,000 (incl initial Franchise Fee)**

**Meng Murphy / 022 088 9118 / mengm@linkbusiness.co.nz**

**Ref:14604**

**WORK FROM HOME PART TIME**

Own the NZ rights for this well established international company that provides a very important, personal service. You will sell territories throughout NZ (about 28 left) and also operate some areas yourself. Very good English skills necessary. How much you earn will be up to you. Opportunities like this don't come along very often.

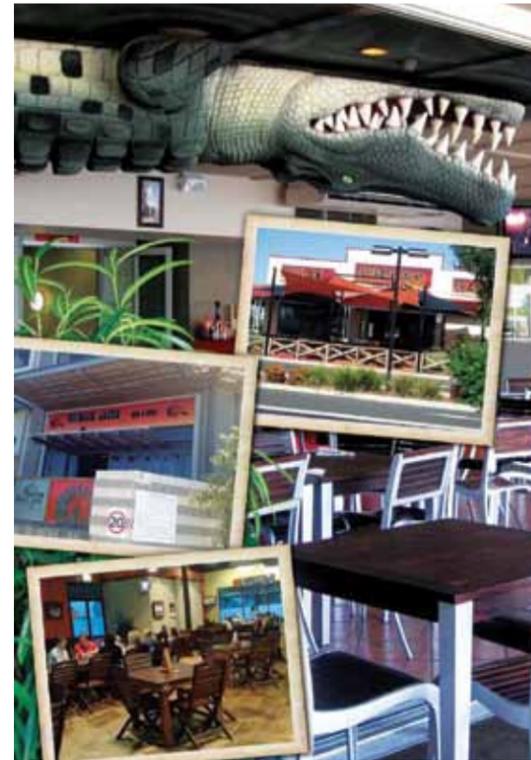
**Asking price: \$79,000**

**John Adams / 021 974 097 / johna@linkbusiness.co.nz**

**Ref:15167**

**AUSTRALIA'S FASTEST GROWING STEAKHOUSE NOW IN NZ!**

*"Simply great Steaks, Seafood and Service with a Smile"*



Outback Jacks Bar & Grill, which has become affectionately known as OBJ's, is an exciting new chain of restaurants offering relaxed casual dining with full bar facilities and the largest range of steaks on any menu in the world!

Diners choose their cut of meat from the display cabinet which provides not only an appealing display but also an education. All stores are fully licensed and have a temperature controlled walk in wine cellar to chill reds to just the right temperature in even the hottest of climates. Fully open kitchens encourage staff and diners to interact in a friendly, fast paced environment and there are plenty of surprises in store to create a memorable dining experience for all. Each store location features a unique OBJ's menu and beverage list together with set pricing structure.

Children are well catered for with stores having a kids room complete with playstations, TV and chalkboard to keep the kids amused whilst mum and dad relax over a good bottle of wine. Digital screens play contemporary country rock music and the walls are adorned with Aussie characters.



**Asking price: From \$250,000 plus GST depending on location**

**Ref:15041**

**Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz**

**SNAP UP THIS FRANCHISE OPPORTUNITY!**

If you have ever dreamed about being a professional photographer, working flexible hours based from home, this is an outstanding opportunity for you. A Top Snap franchise offers a low entry level opportunity with enormous market potential. Exclusive territories are available nationwide. No real estate or photography experience is required. The franchisor has developed a network of 43 franchise areas throughout Australia since 2008 and this is the first time this franchise has been offered in New Zealand.

Why franchise with Top Snap?

- \*Low start up cost and overheads
- \*Frequent repeat business
- \*Exclusive territory
- \*Comprehensive training and support
- \*Technology based business
- \*Fun and exciting business to be in
- \*Flexible hours
- \*Work from home
- \*Growth industry
- \*Easy to run



**Asking price: Franchise areas available from \$39,500 plus GST**

**Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz**

**Ref:14522**

**FOOTLOOSE SHOE STORES - NEW AREAS AVAILABLE**

These "award winning" footloose stores have been designed to create a distinctive store image reflecting the latest in retail design, maximising selling space. New areas available throughout Auckland. A state-of-the-art point-of-sale and administration system selected for use in the footloose fashion environment. Support from a successful and extensive franchise management team.

Turn-key operation, fantastic opportunity to enter the Auckland market, 21 stores throughout NZ.

**Asking price: From \$200,000 plus GST. Hurry!**  
**Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz**

**Ref:15186**



**OPPORTUNITIES GALORE FOR MUFFIN BREAK IN NZ**



Muffin Break is a trusted brand that offers you a rare opportunity to own and run your bakery/café business. Offering a vast range of freshly baked products that are prepared on site every day.

Complemented with an award-winning, gourmet espresso coffee menu and extended beverage range. We have some great sites in Auckland, Pukekohe, Wellington, Waiheke and more! Call now for further information.

**Asking price: Investments range from \$280K to \$450K**  
**Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz**

**Ref:14367**

**BECOME A LOLLIPOPS FRANCHISEE**

Great cashflow business, with this famous brand. "Pay for Play". These centres are a great attraction for the children, with play-frames, rides, party areas and more. Each outlet has a cafe catering for both children and adults. Income from before/after school and holiday programmes can be real "cream" on the top of this business.



**Asking price: \$400k approx - includes franchise fee, playland equipment, and stock**  
**Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz**

**Ref:14367**

**Businesses for sale**

**FRANCHISE CAFÉ - NORTH SHORE** (Auckland) - This is a very well set-up franchise café. Busy shopping mall location in North Auckland. It has seating for more than 40. Open daytime only. T/O is \$6,000 per week. It has huge potential for growth. Easy to run. Full training and support. Price \$125,000. #15307. Contact Maggie Chen 021 273 6258.

**RESTAURANT \$1.4M REVENUE AND \$100K CASH SURPLUS** (Auckland) - This authentic parisian-style bar/brasserie is situated in the heart of the CBD, serving classic french food for lunch and dinner - cuisine. Motivated vendors prepared to meet the market on price so sharpen your pencil and make an offer. Price \$265,000. #15294. Contact Geoff Santer 021 702 556.

**BAKERY - NORTH SHORE** (Auckland) - Located on the main road within a busy block of shops. Can be managed by one person. Store has beautiful presentation. Rent of \$1,500 plus GST monthly. Current owner has been running this business for 10 years. Price \$59,000 plus Stock. #15273. Contact Rickhil Prakash 021 082 13015.

**MARQUEE AND PARTY HIRE** (Auckland) - All in one. Marquees, flooring, tables, chairs and party supplies. Established business with growth opportunity. Present owner of seven years has

been offered a career change that he wants to take. Asking price of \$395,000 includes plant and stock. #15265. Contact Brett Clarkson 0800 345 670.

**WELL KNOWN SUPERMARKET** (Auckland) - Spacious shop located on a busy main road in a central Auckland suburb with plenty of convenient car parking and long lease. Vendor reports fixed assets of \$170,000 and weekly sales of \$30,000 to \$40,000 and is likely to increase over the summer. Cheap weekly rent \$1,634 plus GST. Price \$395,000 plus stock. #15246. Contact Rickhil Prakash 021 082 13015.

**HAIR NAILS BEAUTY MASSAGE: 4-IN-ONE SALON STUNNER** (Auckland) - This business boasts a super fantastic fit out and excellent arrangement throughout. Located on a busy main retail-strip in Auckland City. Rent is \$45,000 plus GST plus outgoings yearly. Vendor reports weekly sales of \$6,000. Asking Price \$49,000. #15165. Contact Rickhil Prakash 021 082 13015.

**UPMARKET LIMOUSINE BUS BUSINESS** (Auckland) - Comes with a limousine bus, professionally designed company website which already operates online sales bookings and payments, toll free number and is licensed to provide alcohol on the bus. Vendor reports gross profit of 70% to 80% per trip. Asking price \$120,000

or near offer. #14799. Contact Rickhil Prakash 021 082 13015.

**NON SURGICAL COSMETIC BEAUTY CLINIC** (Auckland) - Aesthetic, non surgical cosmetic clinic offering effective and relaxing treatments. The owners have invested in cutting edge technology, constantly reviewing their treatments to stay ahead of the competition. This near new clinic is offered below equipment replacement cost. Price \$649,000 plus SAV. #14786. Contact Paul Redman 021 319 770.

**HOT PROPERTY** (Auckland) - Turnover of \$1.4m and growing, generated income to working owners in excess of \$200K. This business was established in 2007, focusing on sales to the large and growing home improvement market in the Northern Auckland region. Price \$475,000. #15110. Contact Paul Redman 021 319 770.

**AUTOMOTIVE WORKSHOP WITH TWO BEDROOM ACCOMMODATION** (Auckland) - Busy automotive repair and servicing business located in a prime area. Comes complete with very comprehensive high quality plant. Weekly rent \$773 Inc GST, two bedroom flat fully furnished, rates, insurance and body corp. Asking price \$85,000 or near offer. #15054. Contact Rickhil Prakash 021 082 13015.

**SUPER SUPERETTE ON NORTH SHORE - \$7K WEEKLY SALES** (Auckland) - Low rent and outgoings. Located on the main road with high foot traffic. Storage area with built in wash-room facilities. Weekly rent only \$809 plus GST plus outgoings. Approx stock of \$30,000. Asking price \$99,000 including stock. #15039. Contact Rickhil Prakash 021 082 13015.

**ENGINEERING MANUFACTURER** (Auckland) - Well equipped engineering company producing specialised equipment for the roading industry. Easily relocated, ideally suited as an add on to an existing company or an engineer wishing to start out on his own. The price of \$250,000 includes assets of \$53,000 and stock/work in progress \$158,000. #14839. Contact Paul Redman 021 319 770.

**GROW THIS CAFÉ. PRESENT PROFIT \$150K PLUS** (Northland) - Seafood Café in popular Northland seaside location. Has a thriving turnover in takeaways and recently upgraded to grow sit down café menu. Excellent set up for food prep and opportunity to cash in on the boom summer trade. Asking price \$259,000. #14868. Contact Brett Clarkson 0800 345 670.

**DAIRY SHOP: GREAT NORTH SHORE LOCATION PLUS CHEAP RENT** (Auckland) - Gross sales of \$3,000 per week. Located on the main road with high foot traffic. Weekly rent only \$269 plus GST, incl outgoings, parking and property insurance. Approx stock of \$15,000. Asking price \$35,000 plus stock. #14829. Contact Rickhil Prakash 021 082 13015.

**WORK FROM HOME IMPORT/DISTRIBUTION BUSINESS** (All) - Import distribution business with a good base of customers NZ wide. Easily run and managed business can be operated from anywhere in the country with the current owner spending only a few hours a week. Suited to an owner wanting to expand the business. Asking price \$140 000 plus stock. #15342. Contact Garth Neil 027 296 1783.

**POPULAR FRANCHISED RESTAURANT OPPORTUNITY** (Auckland) - Well-known franchised eatery has proven to be a welcome addition to the great choice of food outlets that the city has to offer. Located on a high profile site in a busy CBD location. Asking price \$685,000 plus stock of about \$20,000. #14688 Contact Greg Mullins 021 943 844.

**OPPORTUNITY KNOCKS!! LIQUOR SHOP IN BUSY ALBANY** (Auckland) - Liquor store with ample parking and street frontage locality to a very busy main street in Albany, long lease in place with high weekly turnover. Asking \$125,000 plus stock. #14519 Contact Mei Wang 027 436 7848.

**DESIGN YOUR OWN FUTURE** (Auckland) - 100% Kiwi owned, specialising in custom made ottomans, lounge suites and chairs. The furniture can be tailored to meet individual tastes and requirements. This business has achieved a flawless record and has become known for its good service and products. Asking price \$280,000. #13972. Contact Basil Badenhorst 022 454 8348.

**FREEHOLD LAND AND BUILDING** (Auckland) - This property comprises shops in a block with 2 x 3 bed room accommodation on a big block of land in South Auckland location. Great opportunity to own, huge cash flow business and freehold land and building. Asking price for freehold is \$1,150,000 with rental assessment of over \$115,000 PA. Additionally 4 x businesses. Asking price is \$795,000 plus stock \$165,000. #13676. Contact Hari Gangisetty 021 629 993.

**IMPORT DISTRIBUTION** (Auckland) - Imports a range of niche market fabric products for sale and distribution throughout New Zealand mainly to retailers. Exclusive agencies. Can be run from anywhere within New Zealand. Price \$1,100,000. #14303. Contact Richard Riddler 021 904 672.

**DRYING CLEANING BUSINESS FOR SALE** (Auckland) This 5-day business is located in Auckland CBD and has been established for more than 5 years. It could be very easy to run by only one working owner. The business is now only relying on regular customers and has never been advertised locally. Asking price \$151,000 plus stock. #14573. Call Henry Han or Susan Han 021 516 588.

**SOUVENIR SHOP IN BUSY ROAD CENTRAL AUCKLAND** (Auckland) - This souvenir shop is relatively new, the sales are still growing. While located in a prime location in a busy street, the rent, outgoings and overheads are very low. Asking \$95,000 plus stock. #14851. Contact Hannah Jiang Hardellet 021 876 122.

**DIGITAL PRINTING BUSINESS - LOADS OF POTENTIAL** (Auckland) - Digital printing business which has been run for many years. Wide customer base with solid amount of repeat business with all up-to-date plant and equipment. Asking price \$165,000 plus SAV. #15286. Anil Vazirani 021 0277 8149.

**HOMESTYLE CAFÉ** (Hamilton) - A cafe with a solid reputation for quality fare that is prepared on the premises. Located within a substantial complex of businesses, it has been successfully run for 20 years. Out-catering clients contribute to the turnover, currently around \$4,000/week (excl GST). Asking \$99,000. #15199. Contact Rhys 021 718 331

**DIVERSIFIED FASHION RETAILER** (Waikato) - Started 20 years ago by the current owners, this business deals in clothing, footwear & haberdashery and caters for a broad clientele. Excellent location with plenty of foot traffic. Returning around \$75,000 to an owner/operator with part-time help. Asking \$169,000. #13870. Contact Rhys 021 718 331

**BENCHTOP MANUFACTURER** (Waikato) - Established in 1980, this sound business produces both laminated & solid surface units working with commercial clients throughout the greater Waikato. Several employees are retained; good range of equipment. Average annual EBPI/D is around \$110,000. Asking \$265,000. #14588. Contact Rhys 021 718 331

**OUTDOOR PURSUITS** (Hamilton) - This business offers an attractive lifestyle. All facets of kayaking activities are covered with quality equipment & accessories along with instruction and touring activities. The well established supportive group has operations in a number of North Island locations. Asking \$120,000. #13268. Contact Rhys 021 718 331

**THEMED RESTAURANT** (Mount Maunganui) - Well set up restaurant and bar, seats up to 70 plus bar, with a great courtyard area. The rent is currently \$36,000 p.a plus GST. The business currently turns over \$20,000 p.w. Asking \$450,000. #15300. Contact Roger Brockelsby 027 919 5478.

**IMPORT/DISTRIBUTION** (Waikato) - The company opened for trading 2001. One of the leaders in imported food and beverages and showing good growth. Minimal overheads and staff. Would suit a partnership/family with an interest in food, wine and travel. The forecast cash surplus approx. \$190K. Asking \$462,000 plus stock. #15112. Contact Nuree Allan 027 446 6987.

**OHAKUNE COURT MOTEL** - Located at the base of Mt Ruapehu, offers you the choice of a well set out refurbished 18 self - contained studios and large family unit accommodation. Large upstairs 3 bedroom owners home. Asking \$1,280,000 plus GST (if any) or Business \$320,000 #14966/ 14973. Contact Nols Bertram 027 238 1450.

**RETAIL TRADER** (Tauranga) - A rare opportunity to take over this small, easily managed retail business benefitting from a high profile location on Cameron Road Tauranga. Can easily be managed by one full time owner, good lease in place. Mon-Fri 9-5.30pm and Sat am's. Asking \$149,000 plus stock. #14822. Contact Steven Matthews 021 848 873.

**MOTEL AND RESTAURANT FREEHOLD** (Levin) - Prime location. Absolute gem of a property consisting of 9 clean and beautifully presented units, 5 x studios, 4 x 1 bedrooms. Onsite licensed restaurant and bar has seating for 46. Separate owner's accommodation. Asking \$1,300,000 plus GST (if any). #14655. Contact Nols Bertram 027 238 1450.

**MOTEL FREEHOLD** (Tirau) - Property is the only motor inn in Tirau with good visibility. There are 7 studio and 3 family units. Owners spacious 4 bedroom home included. Complex is currently leased and expires in 7 years. Asking \$965,000 plus GST (if any). #14618. Contact Nols Bertram 027 238 1450.

**CAFÉ AND RESTAURANT** (Tauranga) - North facing licensed café. Specialising in European food. Trading 7 days a week and 4 evenings. The annual rent is \$40,000.00 p.a. Asking \$245,000 plus stock. #14554. Contact Nuree Allan 027 446 6987.

**BAR WITH RESTAURANT** (Tauranga) - Superbly presented profitable, and beautifully equipped suburban bar with a full on site restaurant giving multiple income streams. Only bar in the area. Generating a six figure income for working owners. Asking \$450,000. #14332. Contact Peter Redward 027 492 0453.

## Businesses for sale

**FASHION RETAIL BOUTIQUE** (Western Bay of Plenty) - Freshly updated and spacious fashion boutique that has been operating for over 15 years. Low overheads are the bonus here with the annual rent being only \$10,800. Easily run by an owner/operator. Asking \$90,000 plus stock. #14218. Contact Nuree Allan 027 446 6987.

**LODGE COROMANDEL** - Located behind Cooks Beach with expansive views. Private yet walking distance from well-known attractions. Built in 2000, approx. 450sqm retreat - the attention to detail and materials used has transformed these 15 acres into one of the most stunning properties in Coromandel. Asking \$3,850,000 plus GST (if any) #14029. Contact Nuree Allan 027 446 6987.

**LICENSED CAFÉ WESTERN** (Bay of Plenty) - Situated in a high profile position. Revenue increasing up to three times its normal monthly sales in the summer period. Loyal clientele. Café seats approx. 64. Cost of the lease for all this is approx. \$11,960p.a. Trading 5 days. Asking \$120,000. #13923. Contact Nuree Allan 027 446 6987.

**RESTAURANT, BAR AND FREEHOLD** (New Plymouth) - One off opportunity to own two unique freeholds in the CBD and a successful restaurant business. Restaurant has been servicing locals, national and international visitors for 32 yrs. Trading 6pm to close 6 days a week. Asking \$880,000 plus GST (if any). #13880. Contact Nuree Allan 027 446 6987.

**LAKEFRONT LODGE** (Rotorua) - One of Rotorua's most private exclusive addresses. Location is only a few minutes away from the CBD and Airport. Complex has been fully refurbished, extended and re-branded, receiving a Qualmark 4plus star rating. With 75m of riparian rights on their water front. Asking \$3,700,000 plus GST (if any). #13762. Contact Nuree Allan 027 446 6987.

**FREEHOLD - MANAGEMENT RIGHTS** (Mount Maunganui) - 29 units in the complex with a minimum of 17 in the letting pool. Within the price of these management rights, includes a freehold apartment. Asking \$1,350,000 plus GST (if any). #13569. Contact Nols Bertram 027 238 1450.

**CENTRAL OTAGO FREEHOLD MOTEL** Right in the heart of Roxburgh, adjacent to the main shopping centre, local cafes, restaurants, information centre and other local attractions that bring in the tourists. Roxburgh is situated next to the mighty Clutha River providing plenty of good fishing! Asking \$680,000 Contact Tom Richardson 027 516 7777

**WANAKA BECKONS!** Boutique Bed & Breakfast - Wanaka's Best. Eight guest rooms, Queen, King & Twin configuration, all with ensuite bathroom, recycled native timber furniture, flat screen TV's and balcony or deck with outdoor furniture - beautiful. Realistic Asking \$395,000. Contact Tom Richardson 027 516 7777

**SOUTHLAND TAVERN** The Balfour Tavern - a "neat and tidy" licensed premises with public bar area, a spacious dining room and conference/event facilities. Garden Bar of rather large proportions

complete with an outdoor deck area for dining, rowdy crowds and the smokers too. OFFERS OFFERS OFFERS. Contact Tom Richardson 027 516 7777.

**SOUTHLAND COUNTRY HOTEL** The Mossburn Railway Hotel is at the heart of the Five Rivers outdoor recreational region. Fishing, hunting, farming, cycle trail, all abound in this area as attractions to the customers. Contemplating a change. Contact Tom Richardson 027 516 7777.

**LETTUCE & BABY LEAF SALAD PRODUCTION** Canterbury Live the good life - Lifestyle plus real income! Beautiful 6.6ha lifestyle property with a modern 4-bedroom, 2-bathroom home. Producing for the wholesale market, this business provides a solid 6-figure return for the owners. Ref 15324. Contact Athol McCully 027 433 8052

**NATIONWIDE TREE TRIMMING** - Opportunity for a keen and fit outdoors person to own and operate their own successful Arborist business as part of a Nationwide franchise, servicing those requiring trees trimmed. Full training is provided with comprehensive support systems in place. Ref 14715. Contact Athol McCully 027 433 8052

**TIMARU THE SHEARER'S QUARTERS** - Iconic café & gifts. For delicious country cafe food, a wide range of giftware, an attractive farmyard animal setting, and a mini-golf course and driving range - all which draw custom from Canterbury and beyond. \$375,000 plus sav. Ref 15065. Contact Athol McCully 027 433 8052.

**CANTERBURY SOUTH - ELECTRICAL CONTRACTING SALES AND SERVICE.** Owners seeking to retire after creating this successful business, paving the way for a purchaser to obtain an excellent established business with real potential for further expansion - create your own electrical storm! Ref 14079. Contact Athol McCully 027 433 8052.

**CANTERBURY AGRICULTURAL CONTRACTING SPRAYING** - Well established, owner operated agricultural spraying business, currently servicing a strong customer base in a well defined rural area close to Christchurch. If you are in the hunt for your own out doors, flexi hours business. Contact Barry McFedries 021 873 243.

**SPORTING - CANTERBURY** - Christchurch Based Customers nationwide. One of New Zealand's best sports equipment specialists. Boasting a comprehensive commitment to cater whole heartedly for all aspects of the sport. Excellent operating systems in place. Bring you ideas and enthusiasm Contact Barry McFedries 021 873 243.

**SOUTH CANTERBURY RETAIL** - High profile brand leading retailer with a wide range of complementary products for the home, outdoor living and the office. Fully staffed and operating from a prime location, there is flexibility for the business to be run by an owner operator either part time or full time. \$190,000. Contact Barry McFedries 021 873 243.

**WESTPORT WESTCOAST** - Owner to retire after 20 years in the business. No experience necessary, full training provided from the very experienced

owner. Ideal family business with good hours and pleasant working conditions. If you are looking for a change - call me today. Asking \$105,000. Contact Barry McFedries 021 873243

**NATIONWIDE IMPORT DISTRIBUTION - BUILDING PRODUCTS** Advanced building system available in Australia. Our Clients seek to appoint New Zealand distributors for this product. Developed with 35 years experience in the building industry. Relocateable to any main centre in NZ. Asking \$150,000. Contact Barry McFedries 021 873 243.

**NATIONWIDE OPPORTUNITY** - The "SECRETS" out! Own your own unique new retail business - no industry experience necessary. "Secrets" are an internationally respected fashion and fine jewellery brand and are the largest simulated diamond retailer in the world. Find out more! Contact Barry McFedries 021 873 243.

**CHRISTCHURCH MANUFACTURING / LIGHT ENGINEERING DOMESTIC & EXPORT** - Customers include airport authorities, airlines, aviation support, government agencies, health, education, construction industry and corporate. Great customer connections equals a great business. Asking \$400,000 Contact Barry McFedries 021 873 243

**CHRISTCHURCH / CANTERBURY** This business is on the fringe of Christchurch - based in Rangiora. Well entrenched main stream business that is booming and set to grow further from the rebuild. Customers are from Christchurch and throughout Canterbury. Healthy six figure profits. Asking \$675,000. Contact Brian Pankhurst 021 334 865.

**CANTERBURY / WESTCOAST ELECTRICAL CONTRACTOR** to the farming and residential sector. Plus appliance and electrical goods retailer in country town. Business run with 1 full time and part time staff. Profitable; well established, excellent buying arrangements. Make a change - make a move. Asking \$200,000. Contact Brian Pankhurst 021 334 865.

**CANTERBURY / WESTCOAST TWIZEL** - Alpine Cafe & Takeaway. Now for definite sale. Twizel is in the heart of the MacKenzie country, nestled beside the Southern Alps. Easily run by the owner with a number of casual staff as required. Great position, great reputation \$ ASK! Contact Brian Pankhurst 021 334 865.

**NATIONWIDE HEALTHY AIR** - Franchise opportunity. Healthy Air specialises in servicing, cleaning and sanitizing of heat pumps. The company owned pilot site is averaging 35 cleans per week; every week; producing net income of \$105,000. Easy work, no corporate fuss, no staff! Asking \$49,999.50. Contact Brian Pankhurst 021 334 865.

**NATIONWIDE NEW ZEALAND MASTER FRANCHISE.** Work from anywhere!! The Owner is in possession of a fantastic franchise business in an established and growing market. The company owned pilot operation is earning great returns for the Franchisor and franchisee! Enquire Now! Contact Brian Pankhurst 021 334 865.

# Energy Passion Innovation Digital Domination

At Domino's we pride ourselves on being the market leader, not only in pizza but by being the most sophisticated digital retailer in Australia and New Zealand. With more than 50% of our sales delivered through seven digital ordering platforms, our competitive advantage is stronger than ever.

Domino's believes in investing in the future, that's why we are focused on driving new innovations and cutting edge technology to give our franchisees the smartest tools to manage their business and ensure our customers can connect with us how they want.

Your competitive advantage starts with Domino's.  
Contact **Laurel McCulloch**: 021 786 813 or visit  
[dominospizza.co.nz/franchising](http://dominospizza.co.nz/franchising)



# How much is your business worth?

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Establishing the true value of any business is a complex process where financial performance is considered in context with many other, more subjective factors.

Identifying and quantifying these factors can have a significant impact on buyer appeal, greatly affecting the final sale price.

Valuing your business is just one area where LINK can provide sound, professional advice based on long experience.

It's all set out in the LINK guide to managing the sale of your business.

Compiled by industry experts, the guide provides a comprehensive overview of all the steps, from grooming through to settlement and handover.

It gives insights on how you can manage the process in a planned, orderly manner, ensuring that uncertainty is avoided and the best price is achieved.

For your FREE guide, or a confidential appraisal of your business, call 0800 546 528.



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