

Businessbroker

The authority on buying and selling businesses

UNITED STATES EDITION, MAY - AUGUST 2016

**How to be
Successful in
the Restaurant
Business**

**Newest Office,
LINK Raleigh**

**Rights to
Intellectual
Property**

**Why a Startup May
Not be the Best
Way to Start Up
Your Business**

**What is a Multiple
and How Do I Pay
for a Business?**

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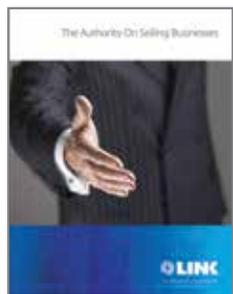


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Our commitment to excellence has helped forge our reputation as industry leaders, and that is why we are confident to state that we are –

"The authority on selling businesses"

table of contents



Welcome from Ron Hottes.
Principal of LINK United States.



Introducing the Newest Office, LINK Raleigh.



What is a Multiple and How Do I Pay for a Business? By Lisa Riley.



Rights to Intellectual Property
By Nima Nami, Esq., Nami Law Firm,



Why a Startup May Not be the Best Way to Start Up Your Business. By Caroline Guidi.



How to be Successful in the Restaurant Business. By Bob Bestgen.



Business Opportunities

- pg 13 LINK Los Angeles
- pg 22 LINK St. Louis
- pg 24 LINK San Diego
- pg 30 LINK Phoenix
- pg 31 LINK Dallas



Welcome from the Principal

Ron Hottes is the Principal of LINK United States. 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 United States contact Ron at 844-840-5600 or ron@linkbusiness.com

Welcome to another edition of our US Business Broker magazine. LINK USA is proud to announce the opening of our Raleigh office. The office is owned by David Buboltz who is a mechanical engineer with an entrepreneurial passion. He has owned a firearms accessory company that specialized in innovative muzzle brakes and new recoil management technology. He has also managed a medical supply company designed to meet the needs of the upcoming prepper/survivalist markets. David also has sales and retail experience being an authorized body armor dealer.

David is an officer in the North Carolina National Guard and is on the board of a non-profit organization designed to rehabilitate ex-child soldiers in West Africa. He frequently takes trips to West Africa to help give administrative advice, material support, and encouragement to these ex-combatants.

He specializes in manufacturing, industrial supply and health/sports related businesses. David holds a degree in Mechanical Engineering from San Diego State University and is a current US Patent holder. Please help welcome David to the LINK Team.

So what does our future look like? If you are a Seller, 2016 is bringing more activity than we saw in 2015 and our expectations are that 2016 will be our strongest year since the recession hit in 2008. Looking at the sales side of the equation we have historically low interest rates, strong immigration, a significant number of unsatisfied existing buyers and increased demand from offshore buyers who are looking at growth through acquisition. LINK has the experience and know how to help you sell your business.

If you are a buyer, the acquisition of a business will often be one of the largest transactions in your life and will determine the success and enjoyment of your life for years to come. Today we have the "baby boomers" bringing record numbers of businesses to the market, the real signs of which we are only really seeing now. The number of adults aged 65 and older is anticipated to increase at an average rate of 3.1% until 2019. Due to the environment faced during and subsequent to the recession it tempered business sales in recent years. Consequently there is a substantial and growing volume of business owners nearing or past the traditional retirement age that are now interested in selling their businesses. LINK has the experience and knows how to help you buy a business. If you are thinking of buying a business, take a look at the hundreds of businesses LINK has for sale, both within this publication and on our website, work with your LINK broker to find the "right" business. You may just find your future waiting within these pages.

Sincerely,
Ron Hottes
Principal
LINK United States

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Introducing the Newest Addition...

LINK Raleigh



Our newest LINK franchisee owner's name is David Buboltz and he has set up his LINK office in a suburb of Raleigh, North Carolina - Cary. He resides in the area with his wife and young daughter. He holds a BS degree in Mechanical Engineering from San Diego State University and is a current US Patent holder.

Raleigh is located in the industrial and intellectual heart of North Carolina and serves as the state's capital. Raleigh is close to the Research Triangle Park (RTP), one of the largest research parks in the world, housing over 200 companies with over 50,000 skilled employees. RTP serves as a major R&D hub for the micro-electronics, telecom, biotech, chemical, and pharmaceutical industries, which in turn has spurred growth in support industries. Raleigh is near three major universities; NC State University, Duke University and the University of North Carolina which was the first public university in the United States. Raleigh has seen substantial growth in the past decade, and is expected to continue at an even faster pace as Forbes rates Raleigh the 4th fastest growing city in US.

David has a technical background rooted in mechanical engineering. He has owned a firearms accessory company that specialized in innovative muzzle brakes using new recoil management technology. In addition, he has managed a medical supply company designed to meet the needs of the upcoming prepper/survivalist markets. He also has sales and retail experience as an authorized body armor and accessory dealer.



David Buboltz - LINK Raleigh

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Currently, he is an officer in the North Carolina National Guard. He serves on the Board of a non-profit organization designed to rehabilitate ex-child soldiers in west Africa. He frequently takes trips to West Africa to help give administrative advice, material support, and encouragement to ex-combatants.

He specializes in manufacturing, industrial supply, health/sports related businesses.

We welcome David to the LINK USA Team.

What is a Multiple and How Do I Pay for a Business?

All transactions are measured, in one way or another, by cash flow produced. This represents the return for the buyer's investment.

Larger businesses that have more infrastructure, however, are typically measured by Earnings before Interest Expenses, Taxes, Depreciation and Amortization (EBITDA).

Smaller companies are frequently measured by the cash flow available to the owners. This number is referred to as Seller's Discretionary Earnings (SDE). $SDE = EBITDA + 1 \text{ FT owner operator salary}$.

Owners of a closely held business typically have expenses that are discretionary and would not be typical of a more corporate-run business. Significant verifiable expenses, such as personal cell phones for owner and/or the family, personal automobile, etc., are included in SDE. If an owner gets too aggressive, a bank will not give a borrower credit for these discretionary expenses.

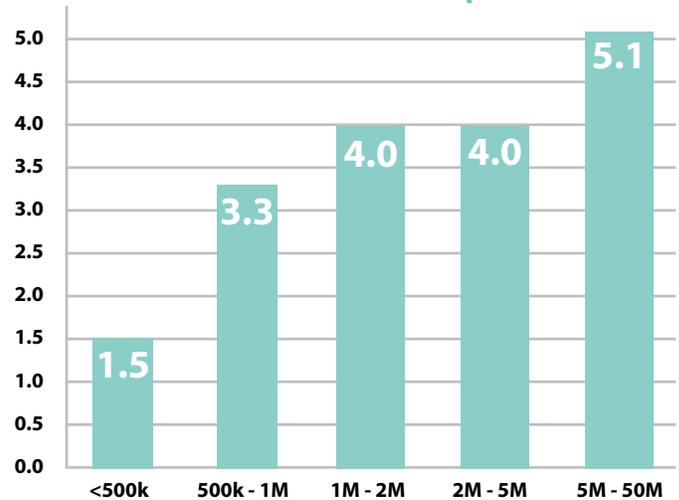
The survey results (*to the right*) provide an understanding of the market conditions for businesses being sold in main street (values \$0-\$2MM) and the lower middle market (values \$2MM-\$50MM). Information is taken from the national IBBA and M&A Source Market Pulse Survey with Pepperdine Private Capital Markets Project and the Graziado School of Business and Management at Pepperdine University. For the full executive summary, please go to <https://www.ibba.org/resource-center/industry-research/>.

The Q4 2015 survey was completed by 348 business brokers and M&A advisors, representing 38 states. Half of the respondents (56%) had at least 10 years of experience in the M&A industry.

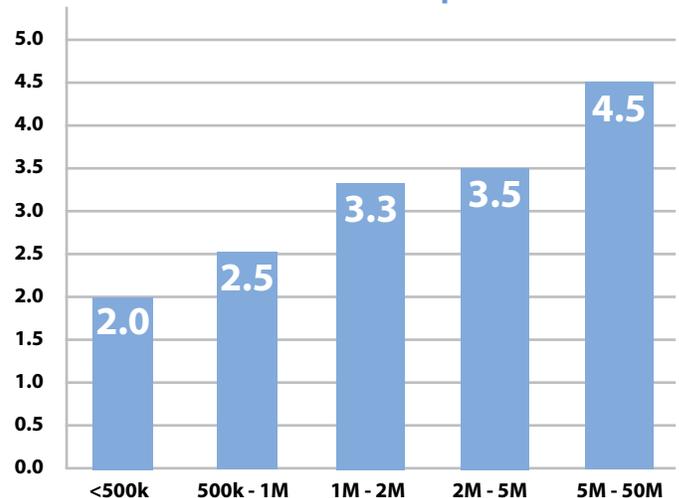
It should be no surprise that the businesses being sold for more than \$5M have the highest multiples.



Median EBITDA Multiple Paid

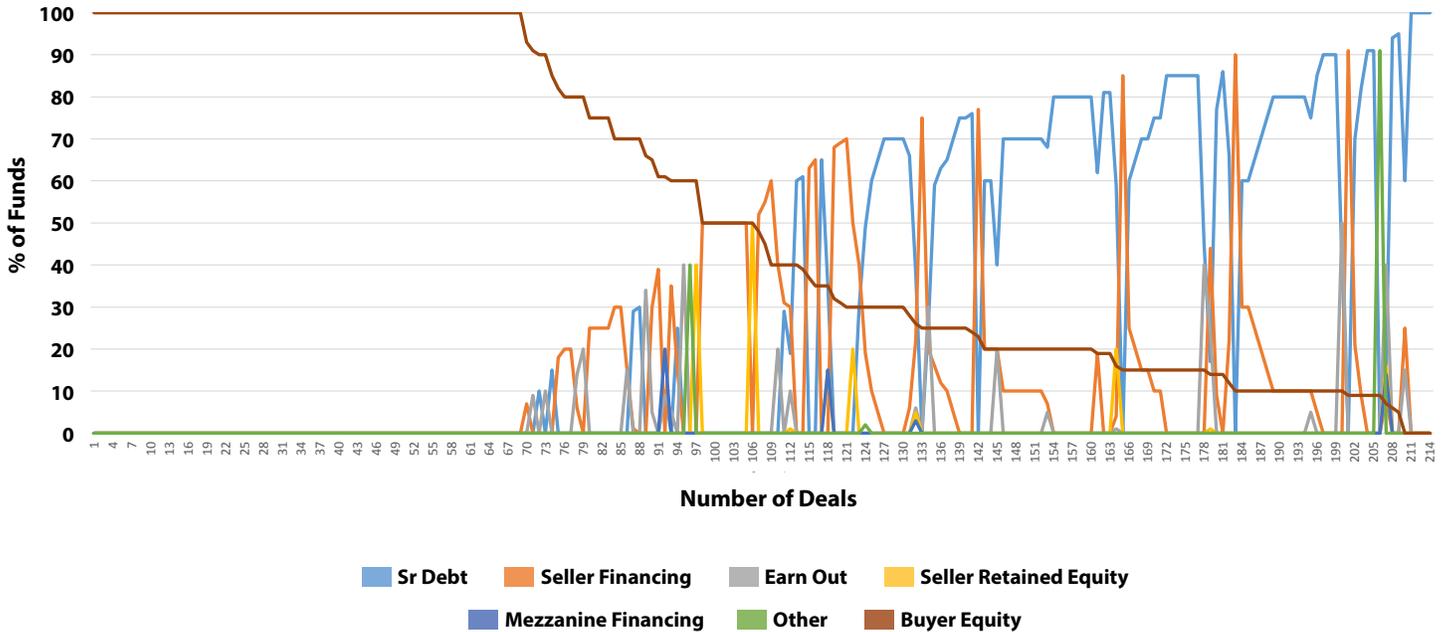


Median SDE Multiple Paid



What does this mean? If you are purchasing a business for less than \$2M, you will likely be purchasing it on a multiple of SDE while EBITDA is most likely to be used on those businesses \$2M and greater.

Deal Structure



How Do I Pay?

Buyers utilize one or more of the following to purchase a business.

- **Buyers Equity** includes cash in savings, HELOC, IRA rollover, investors (Family/Friends) or use of liquid funds.
- **Senior Debt** includes SBA, others loans with interest. Most SBA loans require some seller financing/seller carry.
- **Seller Financing** occurs when the seller holds the note on the business instead of a bank. Yes, there is typically interest and if a buyer defaults, the seller can take back the business.
- **Earn Outs** are typically utilized for service businesses (accountants, financial advisors & medical/dental offices, etc.).
- **Seller Retained Equity** means that the seller retains some equity in the business.

- **Mezzanine Financing** is a hybrid of debt and equity financing which gives the lender/seller the rights to confer to ownership or equity interest in the company if the loan is not paid back in time and in full. It is generally subordinated to banks and venture capital companies. Mezzanine financing may be provided to the borrower very quickly with little due diligence on the part of the lender and little or no collateral on the part of the borrower and is aggressively priced with the lender seeking a return in the 20-30% range.

Of the 214 reported deals closed in the Q3 2015 Market Pulse, from <\$500k to \$50M, only 1/3 of buyers used 100% equity, while 46% purchased their business with 50% or less buyer equity. The smaller the deal (<\$500k), the higher the likelihood of 100% equity.

*Smaller companies are frequently measured by the cash flow available to the owners. This number is referred to as Seller's Discretionary Earnings (SDE).
SDE = EBITDA + 1 FT owner operator salary.*



Lisa Riley - Principal at LINK Phoenix

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Lisa Riley is the Principal of LINK Phoenix and the current Chair of the Arizona Business Brokers Association and Board Member of International Business Broker Association (IBBA). She has earned her doctorate and certifications from the Arizona Business Brokers Association (Certified Business Broker-CBB) and the International Business Brokers Association (Certified Business Intermediary-CBI). With a focus on linking buyers and sellers, she utilizes her expertise to provide solutions to problems and simplifies the transaction process.



Rights to Intellectual Property

Businesses small and large increasingly rely on technology to deliver their products or services more efficiently. Often, the technology itself is the actual product (or service) such as applications or proprietary software, which may represent a substantial part of a company's value. This means buying a business progressively involves acquiring rights to intellectual property (IP) requiring an additional layer of due diligence beyond the traditional focus on the target company's financial statements, leasehold rights, and contacts with customers and vendors.

IP rights cover patents, trademarks, trade dress, copyrights, domain names, as well as proprietary information including trade secrets. These assets are often born and developed by employees or third parties hired by the business. The need for due diligence of IP rights becomes reality after the buyer acquires a business and a former employee of the seller's surfaces claiming rights to the buyer's IP assets; or the buyer acquires IP assets inadequately protected as trade secret, and as a result passed on to a competitor by a former employee. To avoid these scenarios, IP due diligence and investigations becomes crucial.

IP rights cover patents, trademarks, trade dress, copyrights, domain names, as well as proprietary information including trade secrets.

Ideally, The IP due diligence investigation should begin prior entering into the purchase agreement. The acquiring party should first conduct a thorough review of all publicly available information and compile a list of all the registered patents, trademarks, trade dress, copyrights, domain names and other intellectual property assets of the target company. The buyer should also determine the current registered owner for each IP, as well as any liabilities associated with those assets. Liabilities related to IP assets include

potential infringement claims as well as rights the target company may have acquired from, or granted to third-parties under licensing agreements.

After all publicly available information is evaluated and a clear picture of the target company's IP assets has been determined, the buyer and seller should sign a non-disclosure agreement (NDA). The NDA should identify what constitutes confidential information and outline a protocol to keep the information confidential. Once the NDA is in place, the buyer should request a detailed IP list of the target business to include all patents, trademarks, copyrights, trade secrets and other intellectual property assets to confirm title and to ensure that such rights can be transferred to the buyer. In order to determine the overall value of the target business, the buyer should evaluate all intellectual property assets to determine (i) the rights to the asset; (2) the economic value of the asset; and (3) the potential liabilities associated with the assets.

Performing IP due diligence often poses a challenge in smaller acquisitions, where the costs associated with retaining a team of advisors and attorneys may not be justified given the size of the deal. In these smaller acquisitions, a lawyer or advisor "cross-trained" in the different aspects of due diligence including IP may be the right fit.

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Why a Startup May Not be the Best Way to Start Up Your Business

You have an entrepreneurial spirit and find yourself up late at night full of ideas and inspiration. You have spent hours and hours honing and refining this idea. You have been saving your pennies for this very moment. The moment you make the jump into your new venture and transition from employee to employer. Let's face it, this jump is scary, costly, risky and comes with no safety net!

Most startup companies that make it through the startup phase and live to become a successful company will tell you one thing they underestimated and that is the CAPITAL they needed in order to grow their business. The number one reason that startups fail is due to being inadequately capitalized. Startups offer big risks, large initial costs, and building a customer base and revenue stream takes time. When time=money, it is hard for startup companies to be patient.

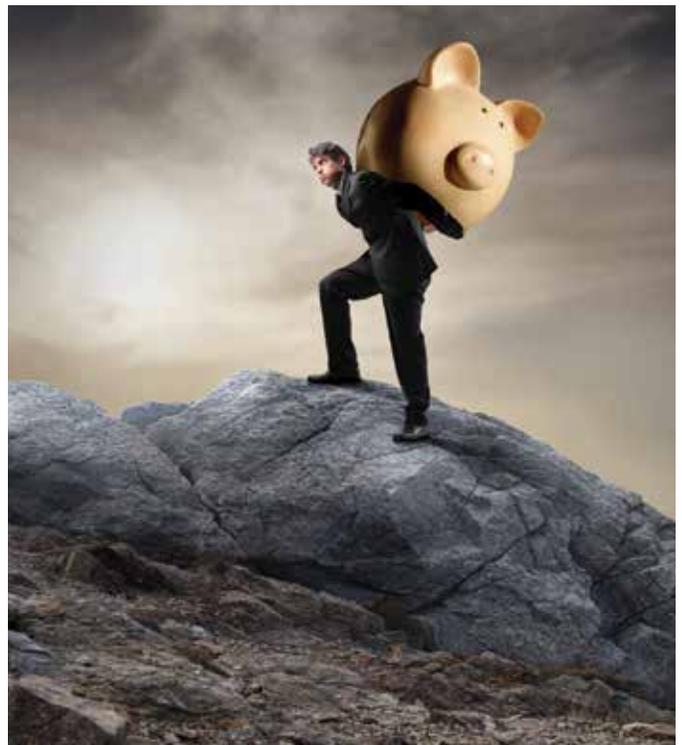
Why not mitigate your risks? One path that may offer you less resistance and more success is to buy an already established business. Of course there is no business out there quite like the one you have in your head, however buying an existing business and then slowly implementing strategic changes and growing that business into the business of your dreams is a much less risky endeavor. Large companies often choose the path of growth through acquisitions as opposed to growing organically as it mitigates risk and accelerates growth. Buying an existing business comes with several advantages:

LESS GROWING PAINS

While you may pay a little bit more up front for an established business, you are buying a platform that has already gone through and survived the growing pains. The infrastructure is already in place so time can be spent focusing on growing sales rather than building the foundation. When you acquire a business you acquire its talent, and great employees are critical to the success of a business.

COST/FINANCING

Some would argue that buying a business is too costly and view a startup as less costly up front. The truth is that starts up costs, over the time it takes to get the company to be cash flow positive, can often exceed the amount of money that buying an established business would require. Although there have been a few success stories of people raising capital for startup business through crowd funding etc., it is challenging to finance a startup through conventional banks. Banks may not lend money to startup companies unless they have and are willing to leverage personal collateral that they can use to mitigate the risk. SBA loans have hefty requirements and startups may not qualify as they prove too risky for the banks. If you find a healthy business to acquire, that has cash flow and a proven concept, banks are much more likely to finance such business acquisitions.



CUSTOMERS/CLIENTS

The business you acquire already comes with a built in customer base. Customers=money and support, and having a base to build from as opposed to having to begin from scratch is invaluable. With the purchase you are acquiring an already captive audience to pitch your improved products or services to. It is much easier for an entrepreneur to slowly change and improve on an already proven concept than to grow a company from its inception.

REVENUE/CASHFLOW

Buying an existing business means that you are not starting from \$0 in sales, but rather you are acquiring the current revenue streams of the business. If you acquire a healthy business (which I recommend) the business is already making money on Day 1. You can now focus on growing an already successful business and growing the bottom line as opposed to creating the bottom line. Most startup companies lose money the first year and most start up owners end up not taking a salary because there isn't one to take. Buying a business that already has positive cash flow allows for a more comfortable platform for you to begin.

In conclusion, the advantages of buying an existing business far outweigh the disadvantages of starting up a business. Contact a LINK Business Broker today and make your dreams of owning your own business a reality.



Caroline Guidi - Principal at LINK San Diego

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Caroline Guidi is a licensed business broker and principal of the LINK business San Diego office. Prior to opening the LINK San Diego office, Caroline spent many years managing high end country clubs/tennis clubs. Caroline specializes in country clubs, fitness, hospitality and leasing transactions. She is a graduate of Loyola Marymount University with a degree in Political Science.

How to be Successful in the Restaurant Business



Everyone knows that restaurants are a risky business. According to Cornell University and the National Restaurant Association, 60% of restaurants fail within the first three years of operation. Yet, many people dream of owning a restaurant and owners of successful restaurants will tell you that it is a very satisfying and lucrative business to be in. So, we have thousands of people jumping into the restaurant business each year, most with no previous business ownership and their only restaurant experience being that they have eaten in a lot of different restaurants. They have no idea what they're getting themselves into. Therefore, it is very important to do your homework and keep the following in mind:

ONE

Restaurant management can be very complex, especially for small restaurants where the owner does it all. Even in larger restaurants with adequate professional staff, the owner still needs a certain level of knowledge in order to make sure everyone is doing what they are supposed to be doing. From food prep to presentation, to customer service, to finances and bookkeeping, the owner needs to have a pretty wide range of skills to make sure it all works the way it's supposed to. If you don't have those skills, you will need to hire a manager who does, or get some training FAST!

TWO

Understand the market you're operating in. Without doing any real market research, they plunge right in, leasing the wrong location in the wrong neighborhood, then are surprised that it doesn't all work out for them.

Successful restaurant owners spend a large amount of time and energy researching the location before they even think about securing a lease. Have you noticed that you very rarely see a McDonalds going out of business? They have made an art of location selection. Even better, buy an established restaurant that is doing well. Then, you know you have a good location.

THREE

Realize that great recipes aren't necessarily a recipe for success. One common theme, especially in small restaurants that have failed, is that they thought good food would be enough to draw in the business. The family told Mom she was such a great cook, and she should open a restaurant. So she gathers her recipes, sets up shop, and then is devastated that the customers don't flock in to try her food. I'm not discounting the importance of good food, but it's not enough. There's a lot more to running a successful restaurant than just the food. Strong restaurant management skills are crucial. The landscape is littered with restaurants that have failed because all they had to build on was a hand full of recipes.

FOUR

Make good advertising choices. Our local weekly newspaper runs a half page ad every week featuring local restaurants. If you're willing to pay, you'll be included along with the rest of them. The problem with this is, unless you are offering a coupon or some sort of enticement, your ad becomes just another small bit of clutter in the midst of a couple of dozen other restaurants. You end up spending money for an ad that probably won't be noticed. Marketing your restaurant is critical to its success. However, there is more to good advertising than just giving your money to an advertising sales person. Bad choices are a waste of money, and wasting money will ultimately lead to your restaurant's failure.

Each restaurant is different as far as what is the best way to market your restaurant successfully. Is it better to buy a discount ad and hope that you will get noticed among all of the other discount advertisers, or is it better to pay more and have your ad placed in a more noticeable location away from all of the other restaurants? Some restaurants opt for radio or television spots. The problem with that is that you have to buy repeating spots in order to

adequately reach your target market. One way that does work if the radio station allows it, is to buy some advertising spots, then send a meal to the on air personality. Chances are you'll get some extra mentions without having to pay for more spots.

The key is to carefully examine what you are trying to accomplish for your restaurant, then think through whether the advertising method you're considering will give you the kind of results you want.

FIVE

Remember that lack of cash flow leads to failure. One of the biggest causes of restaurant failure is not having enough money. Without adequate funding, your dream of success turns into a nightmare of failure.

You may have a good concept, a solid plan for making your restaurant work, and enough restaurant management skills to pull it off. You open your restaurant, and begin the process of building your business. Then, before you get to the point that you're making a profit, the money runs out. So you start cutting corners to try and increase profits, but your regular customers start to get unhappy about the decreased quality. When your regular customers stop returning, you have to cut costs even more. It keeps spiraling downward until your dream is a shambles. It's a recipe for restaurant failure that is played out time and again.

When you write your business plan, be careful of overly optimistic growth projections. Success takes time. Most restaurants grow their business slowly.

Make sure you have enough money to survive until the profits for your restaurant start coming in. Better yet, buy an established restaurant with adequate cash flow!

The ability to succeed in the long run necessitates thorough planning, clear vision, changes, and adaptation. It also requires both flexibility and humbleness, as owners are in charge – but only to a certain point – and early successes are no guarantee of future success. It is remarkable that of the handful of restaurants that have been open for several decades, few are critically acclaimed. They seem to provide a satisfying product and excellent service day after day, year after year, and decade after decade, and they're deeply anchored in their respective communities. At the risk of being an iconoclast, we suggest to aspiring chefs and restaurateurs that they study these establishments. And, when you are ready to begin, use a Business Broker to help you find one of those establishments!



Bob Bestgen - Business Broker at LINK St. Louis

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Bob comes to LINK with 15 years customer service, operations, and sales experience in Resorts, Casinos, Hotels, Bars, and Restaurants.

He has a Bachelor of Science Degree in Hotel & Restaurant Management from the University of Missouri, and holds a certificate in Real Estate Appraisal. He looks forward to working with his clients to match the right business opportunity with the right buyer and seller.



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BUSINESS OPPORTUNITIES

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THE LINK NETWORK

We have offices with dedicated business sales professionals across the United States, Australia, New Zealand and South Africa.

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Bolan

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Cape Town South

Durban

East London

Garden Route

Hibiscus Coast

Johannesburg North

Johannesburg South East

Knysna/Plettenberg Bay

Port Elizabeth

Pretoria, Centurion

Western Cape

Westrand

CONTENTS

of Business Opportunities Section

13 LINK Los Angeles

22 LINK St. Louis

24 LINK San Diego

30 LINK Phoenix

31 LINK Dallas

LINK United States

3711 Long Beach Blvd., Suite 900, Long Beach, CA 90807, United States

For further LINK franchising opportunities please contact the Principal of LINK United States, Ron Hottes - ron@linkbusiness.com

Businesses for sale - LINK Los Angeles

Very Unique Distribution & Fabrication Business

ref: LA3821



SDE: \$250,000
Sales: \$1,235,000

This business is a supplier of clear and colored acrylic and polycarbonate sheet, rod, tube, and film as well as other plastics and supplies. They specialize in custom acrylic fabrication and custom cut to size pieces. Customers choose from a wide selection of plastics including engineering, high performance, printable, graphic display, and specialty materials. very little competition, high net.

Location: Los Angeles County **Asking Price:** \$1,150,000
Broker: Paul Suh / (714) 323-1010 / paul@linkbusiness.com

Real Estate Acquisition Firm for Sale

ref: LA3808



SDE: \$4,600,000
Sales: \$5,470,596

This unique company has established a national footprint to acquire rehab homes, as well as commercial and other real estate assets at wholesale prices since 2012. A proven system with net profits of over \$7M last 3 years. Owner will train to acquire and flip real estate at wholesale or below. Priced at \$7.5M. Principals only with proof of funds.

Location: Los Angeles County **Asking Price:** \$7,500,000
Broker: Joe Khoury / (213) 422-7088 / jfk@linkbusiness.com

Historical Motel w/ Swimming Pool - Great Location

ref: LA3841



SDE: \$150,000
Sales: \$200,773

LOCATION! LOCATION!!! This small, cute historical motel with 23 rooms (Building-7,706 sq ft Lot-20,338 sq ft) and swimming pool is located on major road. LA county has stopped issuing permit for motel at this size, so the competition in the area from similar hotels is minimal. The hotel has been there from 1976 and the current owner took over from 1989.

Location: Los Angeles County **Asking Price:** \$3,250,000
Broker: Wen Chen-Karkhanis / (941) 526-9920 / wen@linkbusiness.com

Import and Distribution of Small Electric Appliance

ref: LA3859



SDE: \$1,000,000
Sales: \$15,000,000

In business over 20 years, company imports Fans, Humidifiers, Heaters etc. mainly from China and sells it to Home Depot, Lowes, Walmart and many other big name stores. Sales up double digits for the last several years. Asking price includes over \$2.9 million in inventory, \$300,000 in cash for working capital, Accounts Receivable minus Accounts Payable of approximately +\$1 million.

Location: Los Angeles County **Asking Price:** \$5,000,000
Broker: Ved Sajjani / (714) 904-8457 / ved@linkbusiness.com

Businesses for sale - LINK Los Angeles

Regional Car Rental Company With 6 Locations

ref: LA3910



SDE: \$750,000
Sales: \$4,500,000

This company is one of the largest privately owned vehicle rental companies in the Southern California with 6 locations, about 320 cars. The company has depended upon their ongoing contracts with most major insurance companies, hotels, body shops, and local businesses who need vehicles for specific use, and their web site with sophisticated search engine optimization for their marketing efforts.

Location: Orange County **Asking Price:** \$2,300,000
Broker: Jim Moazez / (562) 477-6657 / jim@linkbusiness.com

High Volume Motorsport Dealership

ref: LA3921



SDE: \$0
Sales: \$0

Established over 20 years at the same location with Major Highway visibility with easy access. Over One Acre of some of the best motorsport equipment and Brands. Revenues have been stable and growing. Dealership is very well established with the off roading enthusiasts of Southern California by participating in regional events. Currently carrying large inventory for the off roading fans.

Location: Southern California **Asking Price:** \$2,500,000
Broker: Joe Khoury / (213) 422-7088 / jfk@linkbusiness.com

Niche Canned Water Manufacturing

ref: LA3928



SDE: \$450,000
Sales: \$922,000

Here is a unique opportunity to acquire this niche emergency water manufacture which is second to none. They offer the most pure and longest lasting water for emergency situations to different government agencies and private companies. Because of their unique process and propitiatory technology, they have no serious competition in the market world wide.

Location: Los Angeles County **Asking Price:** \$2,250,000
Broker: Jim Moazez / (562) 477-6657 / jim@linkbusiness.com

Franchise Trampoline Sports Amusement Complex

ref: LA3929



SDE: \$1,500,000
Sales: \$3,825,533

Major opportunity to participate in a large scale concept that has a proven three year return. The facility has the capacity to nearly double its sales. It is located in the most desirable county in the nation with the perfect demographics. Ask me about these if you would like to pursue the acquisition of multiple venues.

Location: Orange County **Asking Price:** \$6,400,000
Broker: Roger Civalleri / (310) 384-5665 / roger@linkbusiness.com

Franchise Auto Repair and Oil & Lube Shop

ref: LA3844

SDE: \$95,000
Sales: \$576,000

Established for over 30 years. Under current ownership since 2003. Amazing location off Freeway 91. They provide the following services: oil change, tires & wheels, brakes, exhaust & cat converters, steering & suspension, cv joints, AC & batteries. Sales have been going up every year. Owner works only 2 days a week.



Location: Riverside County **Asking Price:** \$225,000
Broker: Ved Sajjani / (714) 904-8457 / ved@linkbusiness.com

Die Casting & Metal Extrusion - Owner Financing

ref: LA3849

SDE: \$260,000
Sales: \$940,000

This 36 year old company has been very successful because they are not under pressure with foreign competition at all. Their business model is time sensitive and far away companies cannot react fast enough to the demand. Very little competition in the area and owner is retiring.



Location: Orange County **Asking Price:** \$795,000
Broker: Jim Moazez / (562) 477-6657 / jim@linkbusiness.com

Product Design Firm with 60 Years of Experience

ref: LA3850

SDE: \$179,355
Sales: \$1,050,786

This highly-respected industrial design firm has designed many well-known products which have generated billions of dollars in retail sales and sometimes created new market for clients. Targeting established companies and entrepreneurial startups, design projects can range \$10,000 to \$500,000.



Location: Los Angeles County **Asking Price:** \$600,000
Broker: Wen Chen-Karkhanis / (941) 526-9920 / wen@linkbusiness.com

Retail Fabric & Sewing Supplies Store and Tailor

ref: LA3852

SDE: \$36,000
Sales: \$84,000

Front entrance for retail and rear entrance for tailor shop. Spacious separate production area includes four durable sewing machines. Owner manages the front retail and one experienced tailor employee. The tailor is fast and efficient with alterations and can sew custom clothing. High profile location with ample parking. \$20,000 inventory included. \$3,000 value sewing machines. Low rent.



Location: Los Angeles County **Asking Price:** \$40,000
Broker: Kellie Fish / (760) 898-8265 / kellie@linkbusiness.com

Experienced Wheel Import Business For Sale

ref: LA3856

SDE: \$280,000
Sales: \$2,480,000

Established in 1994 as an importer and distributor of tuner parts and accessories marketed worldwide under their own brand label. Company focuses on innovative products. Each wheel is built utilizing the latest in cast technologies and tested to exceed the industry's stringent standards, including compliance with TPMS technologies. \$500,000 worth of inventory is not included in the asking price.



Location: Southern California **Asking Price:** \$400,000
Broker: Wen Chen-Karkhanis / (941) 526-9920 / wen@linkbusiness.com

T-Shirt Manufacturing & Screen Printing in LA

ref: LA3857

SDE: \$188,000
Sales: \$1,500,000

Established in 2005. Entire manufacturing process under one roof! They develop and manufacture exclusive Tee shirts with distinguished. The fabrics are selected from the top quality suppliers in the United State. They have a network of distributors throughout the nation and Canada. Seller wants to retire but will stay on for 1-3 years to work at the buyer discretion.



Location: Los Angeles County **Asking Price:** \$425,000
Broker: Ved Sajjani / (714) 904-8457 / ved@linkbusiness.com

Spa Franchise Southern California

ref: LA3862

SDE: \$0
Sales: \$0

This is your opportunity to own a proven spa franchise known for catering to Hollywood celebrities. Award winning products, customized restorative massage therapy, signature results-oriented facials, a range of highly effective peels and expert waxing services.



Location: Southern California **Asking Price:** \$39,000
Broker: Brian Reeves / (949) 851-1000 / brian@linkbusiness.com

Pro Racing Simulator Manufacturer in Orange County

ref: LA3863

SDE: \$75,000
Sales: \$680,000

Established in 2002, they manufacture Pro-racing simulators for wealthy individuals. Well over 500 simulators are deployed worldwide making it the most popular Pro quality personal racing simulator in the world. All contact with the simulator transfers head-to-toe sensations of real racing. The ideal buyer should be marketing savvy to take this business to next level.



Location: Los Angeles County **Asking Price:** \$300,000
Broker: Ved Sajjani / (714) 904-8457 / ved@linkbusiness.com

Businesses for sale - LINK Los Angeles

1-800Flowers franchise in San Gabriel Valley

ref: LA3871

SDE: \$45,000
Sales: \$500,000

High volume store. Established for over 25 years, this is located on a prime signalized very busy corner. High visibility. They provide flowers for weddings, anniversaries, bar mitzvahs, funerals, and all occasions including every major holiday. They offer gift baskets and other gift items. Independent 2,000 sq. feet building. Reasonable rent. Great lease. Two 5 year options. Priced to sell.



Location: Los Angeles County **Asking Price:** \$105,000
Broker: Ved Sajjani / (714) 904-8457 / ved@linkbusiness.com

Full Service Auto Repair Facility with Potential

ref: LA3872

SDE: \$0
Sales: \$100,000

This repair shop is located on a major blvd. in Santa Fe Springs area. Great visibility. Next to a body shop. 4 bays and lifts. Turnkey. Over 3,500 sq. feet facility. 2 full time mechanics. The Business comes with the tire and automotive equipment required to run a full service auto repair business, including alignment and total car care.



Location: Los Angeles County **Asking Price:** \$100,000
Broker: Ved Sajjani / (714) 904-8457 / ved@linkbusiness.com

High Volume Hamburger Place

ref: LA3880

SDE: \$240,000
Sales: \$1,100,000

High volume hamburger place located in Orange County. Long established, prime location, free standing at the corner of major street. 20 years guaranteed on lease with CPI every 2 years. Landlord is the seller who desires to retire after 28 years operation.



Location: Orange County **Asking Price:** \$690,000
Broker: Paul Suh / (714) 323-1010 / paul@linkbusiness.com

NUTRISHOP South Orange County

ref: LA3886

SDE: \$69,840
Sales: \$369,323

This NUTRISHOP is relocated to a prime location with very low rent! Owner has two stores available for sale in South Orange County. SDE is based on owner working. Price includes inventory. NUTRISHOP is one of the fastest growing national retail nutrition chains today offering consumers Unparalleled Customer Service, All Top Brands and the Latest Cutting Edge Nutritional Supplements.



Location: Orange County **Asking Price:** \$245,000
Broker: Brian Reeves / (949) 851-1000 / brian@linkbusiness.com

6 Days Cafe For Sale In Desirable LA Location!

ref: LA3889

SDE: \$98,804
Sales: \$352,496

Located in a busy, famous main street surrounded by high-end commercial and residential buildings and businesses near popular shopping centers. Very desirable and low, long-term rent, that is hard to come by in this area, will be able to transfer to the new right owner coming in. Turnkey operation, perfect opportunity for someone who likes simple 6 days operation.



Location: Los Angeles County **Asking Price:** \$220,000
Broker: Susie Kang / (310) 975-9492 / susie@linkbusiness.com

Great Deal Refrigeration HVAC Sales & Service

ref: LA3897

SDE: \$165,000
Sales: \$596,528

Very profitable 50-year old company with excellent commercial customer base offering sales, service, repair and leasing of refrigeration equipment, air conditioners and appliances. Price includes two vehicles, equipment and existing parts inventory - including several new ice machines. The property is also for sale.



Location: Los Angeles County **Asking Price:** \$300,000
Broker: Brian Reeves / (949) 851-1000 / brian@linkbusiness.com

Franchise Candy Store/Semi Absentee Owner

ref: LA3904

SDE: \$69,000
Sales: \$596,000

Very successful and well setup franchise chocolate and candy store which is very unique with little competition since the items they sell are not easily found elsewhere. They offer party rooms for different occasions and also sell Italian ice cream. Kids and adults love to come and shop their favorite items. Good margins in this business with easy operations.



Location: Orange County **Asking Price:** \$140,000
Broker: Jim Moazez / (562) 477-6657 / jim@linkbusiness.com

Injection Molds Manufacturing Business For Sale!

ref: LA3905

SDE: \$194,306
Sales: \$780,601

Established in the early 90's by the same and current owner, this 5,200 sq. ft. machine shop has a complete assortment of machinery specializing in the fabrication and repair of injection molds, foundry molds, thermo forming machines, vacuum molding machines, vulcanizing machines, plastic cutting machinery, plastic grinding machinery, rubber or plastic mills, rubber or plastic extrusion dies, etc. Turnkey operation.



Location: San Bernardino County **Asking Price:** \$250,000
Broker: Susie Kang / (310) 975-9492 / Susie@linkbusiness.com

So-Cal Premiere Wholesaler Snack Foods Distributor ref: LA3909

SDE: \$220,000
Sales: \$1,500,000

This is a top distributor of equipment and snacks to the concession industry. They have been in business since 1989 with a great reputation and following. They sell the equipment and the repeat supplies to their clients. Authorized distributor of gold medal equipment, J&J snack foods products, and various popcorn, ice cream, pretzel and frozen lemonade clients.



Location: Los Angeles County **Asking Price:** \$500,000
Broker: Jim Moazez / (562) 477-6657 / jim@linkbusiness.com

International Children's Educational Technology ref: LA3912

SDE: \$0
Sales: \$0

International Children's Educational Technology business from New Zealand is seeking a driven owner to develop its concept in the US. This cutting-edge international company seeks a dynamic owner with entrepreneurial skills and drive to establish its proven business model into the US. Currently operating in NZ and Australia with over 12 years of operational experience.



Location: Los Angeles County **Asking Price:** \$150,000
Broker: Dawn Buboltz Hottes / (909) 214-8599 / dawn@linkbusiness.com

Carpet & Furniture Cleaning Business - OC ref: LA3913

SDE: \$72,600
Sales: \$184,000

PRICE JUST REDUCED FOR AN IMMEDIATE SALE-OWNER FINANCING!! Over 30 years in business, profitable, residential and commercial carpet and upholstery cleaning company. Proprietary fabric protection services also provided. Repeat, loyal clients. Lots of referrals, great reputation and extensive client list. Full operational training and support will be provided. Business is fully relocatable to anywhere in Southern California.



Location: California **Asking Price:** \$129,700
Broker: Phil Wolfstein / (310) 663-2180 / phil@linkbusiness.com

Children's Brand Clothing Wholesale ref: LA3914

SDE: \$90,000
Sales: \$1,000,948

The company started in 2002 with niche business of designing trend-forward garments fitting for regular-sized "real" women. The company grew rapidly and added kid's brand in late 2007 to diversify its production. It has a very successful website with more online sales than in stores. Being SBA pre-approved. The inventory worth about \$125,000 at cost is included in the price.



Location: Los Angeles County **Asking Price:** \$300,000
Broker: Wen Chen-Karkhanis / (941) 526-9920 / wen@linkbusiness.com

Profitable Car Wash in Great Location ref: LA3915

SDE: \$202,647
Sales: \$470,013

The business was started in 2003 and has been very successful since then. The owner is semi-absentee, with 8 full time employee and 5 part-timers' help. Great location on a major street in Pomona area. Mainly retail customers currently, with great potential in opening business accounts to increase revenue.



Location: Southern California **Asking Price:** \$650,000
Broker: Wen Chen-Karkhanis / (941) 526-9920 / wen@linkbusiness.com

Sushi Restaurant and Sports Bar in South Bay! ref: LA3916

SDE: \$120,000
Sales: \$744,000

Located in a huge shopping mall in prime location of South Bay. The owner invested about \$500,000 to build out this restaurant. All FF&E and beer & wine license are included in the price. Building: 3,000 sq ft free standing. Lease: \$10,800/mo until 2018 with 5 year option. Seating 74 + 20 patio. This restaurant can be converted to any eatery.



Location: Los Angeles County **Asking Price:** \$310,000
Broker: Nobuko Isoda / (310) 408-5980 / nobuko@linkbusiness.com

Renowned 35 Yr Old Performing Arts Studio For Sale ref: LA3918

SDE: \$107,395
Sales: \$239,266

This 35-year-old performing arts studio offers professional and pre-professional classes in a variety of performing arts disciplines to students of all ages. They offer classes in ballet, jazz, tap, hip-hop, acting, voice, character, and musical theater with 6 professional instructors that are 1099. Turnkey operation, perfect opportunity for someone who has the background and experience in the industry.



Location: Los Angeles County **Asking Price:** \$130,000
Broker: Susie Kang / (310) 975-9492 / susie@linkbusiness.com

Well Established Bakery Set in An Old Town District ref: LA3919

SDE: \$90,000
Sales: \$800,000

Well established bakery store with 30 years history with store front patio seating facing busy promenade street, full of restaurants, boutique stores and a movie theater. Total occupancy allowed for both indoor and outdoor seating is 30. Store comes equipped with baking facility and processing space located in the rear of building with its own entrance on the adjacent street.



Location: Los Angeles County **Asking Price:** \$500,000
Broker: Wen Chen-Karkhanis / (941) 526-9920 / wen@linkbusiness.com

Businesses for sale - LINK Los Angeles

Gun Shop / Firearms Dealer

ref: LA3920

SDE: \$55,000
Sales: \$320,000

Local retail gun shop and firearms dealer has a 30-year history of providing excellent service to the hunting, shooting and gun collector market. The time is right to get into the firearms business; pending legislation, growth in gun collecting, shooting competitions, hunting season and internet sales growth can add growth to this business. Inventory is included in the selling price.



Location: San Diego County **Asking Price:** \$95,000
Broker: Dayn Schultz / (310) 539-8300 / dayn@linkbusiness.com

Animal Hospital in Los Angeles

ref: LA3924

SDE: \$225,000
Sales: \$630,000

Has been in business for over 35 years, present ownership for 24 years. It is located in a 1969 SF building for \$650,000. 1105 sq ft hospital on the first floor and 864 sq ft apartment on the 2nd floor. Practice + R.E. \$1,045,000. It will be sold together. This hospital gets about 375 clients per month or 18 clients per day.



Location: Los Angeles County **Asking Price:** \$395,000
Broker: Ved Sajjani / (714) 904-8457 / ved@linkbusiness.com

Profitable and Easy to Operate Flower Shop

ref: LA3930

SDE: \$70,000
Sales: \$144,000

This is a 15 year old flower shop located on a high traffic street in Long Beach. It's known for its reasonable prices and good service. The rent is low (\$1,600) and has enough parking. Most of the business is local. Owner can train the buyer to run this simple business. It is priced to sell.



Location: Los Angeles County **Asking Price:** \$99,000
Broker: Jim Moazez / (562) 477-6657 / jim@linkbusiness.com

Price Reduced!! Fully Equipped Restaurant

ref: LA3932

SDE: \$85,000
Sales: \$450,000

Must sell!! This is currently a fast casual pizza restaurant in Valley Village that has great location and operates limited hours. Bring in your concept or keep the existing menu with a wide menu of offerings including pizza, wraps, burritos etc. Located on a major busy intersection with lots of traffic. Low rent and a new lease for 10 years to qualified tenant.



Location: Southern California **Asking Price:** \$99,500
Broker: Joe Khoury / (213) 422-7088 / jfk@linkbusiness.com

High End Beauty Salon in the Heart of Beverly Hills

ref: LA3933

SDE: \$92,000
Sales: \$446,000

This is a famous full service beauty salon in Beverly Hills located on Wilshire and Robertson. 6 stations. Average client spends over \$100. Last year the Gross sales was \$446,000. Net profit was \$92,000. Open 10 am to 6 pm. There are 6 employees. All on commission basis.



Location: Southern California **Asking Price:** \$180,000
Broker: Ved Sajjani / (714) 904-8457 / ved@linkbusiness.com

Great Location Auto Repair & Body Shop Business

ref: LA3938

SDE: \$150,000
Sales: \$600,000

Well established auto repair and body shop with easy access to clients. Great location with committed clientele. 24,000 square footage housing both auto repair with 5 lifts/bay and an auto body repair as well. Owner can confirm profitability and excellent existing book of clients in the heart of Long Beach.



Location: Los Angeles County **Asking Price:** \$245,000
Broker: Ved Sajjani / (714) 904-8457 / ved@linkbusiness.com

CNC Machine shop in Santa Fe Springs

ref: LA3949

SDE: \$150,000
Sales: \$602,000

This CNC machine shop has been established for over 25 years. They machine Aerospace parts. Very profitable. Located in Santa Fe Springs. Several CNC and non CNC machines. 6 full time machinists. Priced to sell.



Location: Los Angeles County **Asking Price:** \$300,000
Broker: Ved Sajjani / (714) 904-8457 / ved@linkbusiness.com

Busy Sandwich Shop

ref: LA03957

SDE: \$108,000
Sales: \$720,000

Well established New York style sandwich shop for sale in one of the most desirable location near Disneyland in Orange County, many repeat customers, high visibility on major street with big parking lot, very clean and attractive with newer equipment. It serves sandwiches, fries and drinks. Seller will accept a note \$100,000 for 36 months for the qualified buyer.



Location: North Orange County **Asking Price:** \$300,000
Broker: Paul Suh / (714) 323-1010 / paul@linkbusiness.com

Mini Market on a Major Corner in Long Beach

ref: LA03959

SDE: \$60,000
Sales: \$220,000

This is a 2,600 sq ft mini market on a very busy corner.

Loyal customers.

Asking price is \$50,000 for the business + Inventory (approx. \$50,000).



Location: Los Angeles County **Asking Price:** \$50,000
Broker: Ved Sajjani / (714) 904-8457 / ved@linkbusiness.com

Custom Jeep Dealership & Service Business

ref: LA03960

SDE: \$120,000
Sales: \$1,100,000

Custom Jeep dealership & service business for sale in Orange county specializing in everything jeep from custom builds, pristine detail and skilled team of service experts and techs who will assist you in almost every matter. They sell and repair all jeep models. Well known iconic business location. Turnkey operation. Price includes \$100,000 worth of jeeps and \$75,000 in inventory.



Location: South Orange County **Asking Price:** \$300,000
Broker: Ved Sajjani / (714) 904-8457 / ved@linkbusiness.com

Whittier Coin Laundry

ref: LA03962

SDE: \$96,000
Sales: \$228,000

This well-established coin laundry is located in a retail center in the City of Whittier. It has lots of loyal and sizable percent of repeat customers. High visibility, reasonable rent in the area. Very safe neighborhood, no issues in the past 8 years of ownership. No break-ins, vandalism, etc. New owners with more time available have potential to increase sales.



Location: East Los Angeles County **Asking Price:** \$390,000
Broker: Paul Suh / (714) 323-1010 / paul@linkbusiness.com

Franchise Children's Day Care Center

ref: LA03964

SDE: \$113,483
Sales: \$670,708

Children's day care center in the heart of Orange County with easy access to freeway. Enrolls children from 6 weeks to 6 years old. Full time and part time care all year round. Center offers summer camp programs. 1 full time director and full time teachers that are professional, loyal and describe coworkers as "family". Same location over 10 years.



Location: Orange County **Asking Price:** \$265,000
Broker: Dawn Buboltz / (909) 214-8599 / dawn@linkbusiness.com

Patented Kids Products in Schools Nationwide

ref: LA03965

SDE: \$52,000
Sales: \$106,000

Rollee Pollee® is a registered trademark and brand name now recognized by schools all across America. This patented Nap Sac is recommended or required by private schools in most states for nap time because it helps them comply with the Health and Safety Codes. Lack of capital and time has limited the owner's ability to take the business further.



Location: North Orange County **Asking Price:** \$200,000
Broker: Brian Reeves / (949) 851-1000 / brian@linkbusiness.com

Liquor Store in Palos Verdes Peninsula

ref: LA03967

SDE: \$45,000
Sales: \$200,000

This is a long established liquor store in very affluent area of Palos Verdes. Seller is retiring. Rent is only \$1,800 for a 1,900 sq ft store.

Inventory is about \$45,000. This is in addition to the asking price of \$75,000. Seller is motivated and the business is priced to sell.



Location: Los Angeles County **Asking Price:** \$75,000
Broker: Ved Sajjani / (714) 904-8457 / ved@linkbusiness.com

Employee Run Kid's Ride Business. Easy Operation

ref: LA03968

SDE: \$23,000
Sales: \$38,000

Great opportunity for someone looking for a small investment for employee run business. This is a kiddy ride route. Includes about 100 rides already on location and additional 20 rides for you to put in other locations. Equipment is valued at over \$60,000. One employee collects the coins and one finds location for the business.



Location: Los Angeles County **Asking Price:** \$75,000
Broker: Jim Moazez / (562) 477-6657 / jim@linkbusiness.com

High Profit Liquor Store in Rowland Heights

ref: LA03969

SDE: \$190,000
Sales: \$840,000

Good liquor stores are hard to find these days. Owner is retiring. Monthly sales are \$70K at over 40% margin plus lottery. Net is about \$190K/year for a working owner. The store is 2,400 sq ft and rent is \$7K/month. Lease has 3 years remaining plus 10 year option. Must be prepared to show proof of funds.



Location: Los Angeles County **Asking Price:** \$499,000
Broker: Brian Reeves / (949) 851-1000 / brian@linkbusiness.com

Businesses for sale - LINK Los Angeles

30 Year Old Camera Repair Business

ref: LA03974



SDE: \$75,000
Sales: \$400,000

This profitable company was established in 1983. It is one of the leading and most reputable camera repair firms in the United States. They provide services throughout United States. They have been appointed an Authorized Service Station by Canon, Konica and Fuji. They repair most brands and models of photographic equipment (video, digital, audiovisual). They also repair, buy and sell pre owned photographic, video-graphic and Telescopic equipment.

Employees do the repair and the owner deals with the clients. There 1 full time and 8 part time employees doing repairs. Long term lease is available at very reasonable rate. Building is 2800 sq ft and rent is \$2,150.

Location: Los Angeles County **Asking Price:** \$135,000
Broker: Jim Moazez / (562) 477-6657 / jim@linkbusiness.com

Franchise Take Out Pizza Parlor

ref: LA03973



SDE: \$29,000
Sales: \$180,000

An existing franchise pizza parlor in a great busy location in the Orange County area. Well known for its great customer satisfaction with great foot traffic in the given community. Phenomenal business for someone willing to grow an already well known franchise and take it to the next level.

Location: Orange County **Asking Price:** \$45,000
Broker: Ved Sajjani / (714) 904-8457 / ved@linkbusiness.com

Priced for Quick Sale! Liquor Store

ref: LA03970



SDE: \$14,000
Sales: \$264,000

Good sized liquor store/convenience grocery located on a major boulevard in the city of Torrance. Main thoroughfare, busy road, very good visibility, easy in-and-out access with adequate parking spaces. Sells liquor, beer, convenience items. Also has ATM available. Will be adding lottery to increase sales. Current owner doesn't have time to focus on this store.

Location: Los Angeles County **Asking Price:** \$95,000
Broker: Paul Suh / (714) 323-1010 / paul@linkbusiness.com

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High Volume Animal Hospital with Real Estate ref: LA3726

SDE: \$400,000
Sales: \$780,000

This is a high volume small animal hospital established in 1989. 3 exam rooms, 2,900 sq ft facility located on a 3.5 acre lot. Fully equipped including digital x-ray. Located on a major Street near Barstow. Owner is retiring. R.E. is also available for \$300,000.



Location: Southern California **Asking Price:** \$550,000
Broker: Ved Sajnani / (714) 904-8457 / ved@linkbusiness.com

Car Rental - 2 Locations - Owner Financing ref: LA3769

SDE: \$180,000
Sales: \$0

This is a unique opportunity that has auto rental and U-Haul rental at the same time. This business has great margins since it is not under pressure from big car rental companies. There is a location in Hawthorne and one in Bell Flower. Both locations have U-Haul rental along with shipping supplies sales.



Location: Los Angeles County **Asking Price:** \$350,000
Broker: Jim Moazez / (562) 477-6657 / jim@linkbusiness.com

Used Car Lot on a Busy Street & Very Profitable ref: LA3775

SDE: \$120,000
Sales: \$1,000,000

This is a well established car lot close to LA with great traffic and on a corner location. You can bring your inventory or take the good mix of inventory they have. Illness is forcing the sale.



Location: Los Angeles County **Asking Price:** \$70,000
Broker: Jim Moazez / (562) 477-6657 / jim@linkbusiness.com

Smart Braking Patents and Company ref: LA3787

SDE: \$240,000
Sales: \$554,000

Here is rare opportunity to acquire the leading technology and patents for a revolutionary technology and a proven system for vehicles that tows cars, trailers or other weights. This can be a great opportunity as a stand-alone business or add it to your current operation and product line to take it to the next step.



Location: Riverside County **Asking Price:** \$500,000
Broker: Jim Moazez / (562) 477-6657 / jim@linkbusiness.com

Busy Used Tire & Mechanic Shop for Sale ref: LA3792

SDE: \$140,000
Sales: \$400,000

Super busy tire / mechanic shop is located along a major boulevard in a high populated area. They offer auto services including tire change, tire repair, wheel alignment, oil change, and also auto repair. Business is very successful with the professional skills and exceptional customer service. The tire sales contribute 25%, repair and install services contribute 75% to the gross.



Location: Los Angeles County **Asking Price:** \$299,000
Broker: Wen Chen-Karkhanis / (941) 526-9920 / wen@linkbusiness.com

Busy Liquor Store in Garden Grove ref: LA3820

SDE: \$105,600
Sales: \$564,000

Long established liquor store on a busy street in the city of Garden Grove. Very well known in the area, great reputation. Excellent visibility on a major street with reasonable rent. 21 door walk in cooler, good lotto commission. Reason for sale is partnership split after 8 years. Rare opportunity! Must see!



Location: Orange County **Asking Price:** \$290,000
Broker: Paul Suh / (714) 323-1010 / paul@linkbusiness.com

Fast Growing Hospitality Staffing in Southern California ref: LA3840

SDE: \$110,000
Sales: \$310,000

This company has added contracts with income of growth for 2016 of over 25% and net of over \$110,000. These are temporary jobs for the hospitality industry that is always in need of staffing. Great system in place to maintain and grow the company revenues. Current Owner is working part time. Good books and records.



Location: California **Asking Price:** \$225,000
Broker: Joe Khoury / (213) 422-7088 / jfk@linkbusiness.com

Franchise Cookie & Bakery Business For Sale! ref: LA3843

SDE: \$49,519
Sales: \$171,299

Established for 11+ years under the famous brand name and location in one of the well-known, popular shopping centers with major anchor tenants ranging from high-end movie theatre, well-known popular retail stores, hotel, apartments, and commercial office buildings nearby. Turnkey operation, perfect opportunity for someone who likes simple franchise concept.



Location: Los Angeles County **Asking Price:** \$159,000
Broker: Susie Kang / (310) 975-9492 / susie@linkbusiness.com

Businesses for sale - LINK St. Louis

Well-established Dry Cleaning Plant for Sale ref: SL00024



SDE: \$0
Sales: \$433,409

Turn-key operation in central Illinois with 15,000 sq ft plant on approx. two fenced acres in prime location. Operation includes three store fronts, three huge vaults, and three delivery vans. Dry cleaning, laundry and furrier services offered. Hydrocarbon system that is non-toxic, non-polluting, and non-contaminating. Fourth generation, family owned business with over 100 years of history. Owner is retiring.

Location: Greater Kansas City Area **Asking Price:** \$2,200,000
Broker: Joe Czmarko / (314) 402-0568 / joe@linkbusiness.com

Internationally Recognized Fine Arts Business ref: SL00001

SDE: \$0
Sales: \$0

An opportunity to own an established Art Business that has continued Original Sales plus 5 merchandising revenue streams: Reproductions, licensing, distribution, publishing and promotion.



The Owner will relocate for the right opportunity as contracted artist in residence but prefers the present Mid-West location. She is an accomplished artist with 20 years experience as a designer, author, songwriter and producer.

Location: Greater St. Louis Area **Asking Price:** \$295,000
Broker: Joe Czmarko / (314) 402-0568 / joe@linkbusiness.com

Cozy St. Louis City Tavern for Sale! ref: SL00051

SDE: \$0
Sales: \$56,244

Turnkey operation ready for you- charming, very clean and well maintained tavern! Amenities include stocked bar, POS system, dart boards, Lotto machine, DJ booth, and juke box.



Located in eclectic mixed use area with residential, industrial, shopping, and night life all within a quarter of a mile. Private parking lot.

Location: Greater St. Louis Area **Asking Price:** \$59,500
Broker: Brennan Giesler / (314) 496-3281 / brennan@linkbusiness.com

Childrens Sports & Fitness Franchise ref: SL00022

SDE: \$22,561
Sales: \$43,212

Would you like to own a business working with children? This established franchise needs a new owner ASAP due to health concerns of current owner. You can be part of a top rated, award winning company. Multiple avenues for growth. Home based and simple to run. This is a nice business that won't last long so please call soon.



Location: Greater St. Louis Area **Asking Price:** \$49,900
Broker: Julie Pumfrey / (636) 208-0753 / julie@linkbusiness.com

Established National Cookie Franchise ref: SL00025

SDE: \$20,767
Sales: \$135,585

An operating, established cookie franchise with equipment and inventory located in a major St. Louis, Mo. mall location presents a turn-key business opportunity.



This cookie franchise is part of a national organization featuring franchise marketing, training and marketing support. The business has top quality products that have strong brand recognition and consumer awareness.

Location: Greater St. Louis Area **Asking Price:** \$70,000
Broker: Joe Czmarko / (314) 402-0568 / joe@linkbusiness.com

Museum Fire Fighting Memorabilia ref: SL00019

SDE: \$0
Sales: \$0

The Fire Toy and Fire Museum presents a business opportunity for a theme park addition and tourist attraction expansion dedicated to remembering the first responders.

Priced at \$375,000 for over 2,600 items encompassing:

- Collectables including one-of-kind used in entertainment;
- Antiques with some dated from the 1800s;
- Toys made in Italy, Germany, Japan and the USA;
- Fire Fighting Related Memorabilia

Location: Greater St. Louis Area **Asking Price:** \$375,000
Broker: Joe Czmarko / (314) 402-0568 / joe@linkbusiness.com



Well-established, Growing Franchise Business for Sale ref: SL00017

SDE: \$96,379.00
Sales: \$735,768



Be your own boss and earn almost \$100K per year in the lucrative home improvement industry. Turn-key operation with 20 years of success. Franchise is part of a nationally recognized, award winning company with support staff and programming in place to help new owner make the transition and grow the business. Large, loyal customer base.

Location: Greater St. Louis Area **Asking Price:** \$229,000
Broker: Julie Pumfrey / (636) 208-0753 / julie@linkbusiness.com

Relocatable Manufacturing Business ref: SL00018

SDE: \$0
Sales: \$0



The Pet Cooler Carrier offers an entry into the growing (\$585 Billion) Pet Business. This made in the USA, award winning product features a patented "green" cooling system using ice and natural convection. Hydration is also provided by the ice melt for cooling and hydration. Curtains provide shade and comfort as removable trays provide storage for foods, ice or medicines.

Location: Greater St. Louis Area **Asking Price:** \$450,000
Broker: Joe Czmarko / (314) 402-0568 / joe@linkbusiness.com

Self-Contained Retail Convenience Store ref: SL00009

SDE: \$100,000
Sales: \$250,000



Exciting, unmanned convenience store concept new to US, established and proven across Europe for 16+ years. Stores equipped with proprietary technology, easily operated from computer. Technology allows tracking of sales and profits of each product, making certain owner knows the right products and quantities for needed for restocking. Simple system ensures maximized profit potential and consumer satisfaction

Location: Greater St. Louis Area **Asking Price:** \$250,000
Broker: Julie Pumfrey / (636) 208-0753 / julie@linkbusiness.com

Market Tested Children's Entertainment Business ref: SL00002

SDE: \$0
Sales: \$0



This Interactive Internet-site business focuses on the Game World and Book Characters of an adventurous character's journey in outer space whereby he discovers many worlds, with each world's characters available for purchase.

The owner/author would provide her services as Vice President, Writer/Creative Author, at no charge for the first year, with additional year's salary to be negotiated.

Location: Greater St. Louis Area **Asking Price:** \$400,000 plus royalties
Broker: Joe Czmarko / (314) 402-0568 / joe@linkbusiness.com

Automatic Wildfire Sprinkler System Business ref: SL00052



SDE: Ask Broker
Sales: \$0

The Automatic Wildfire Sprinkler System is an early fire detection and fully automated stand-alone wildfire protection system.

System sensors allow this self-contained wildfire defense system to detect fires, verifies if an imminent threat and then activates a self-contained, environmentally, aqueous film forming foam distribution system to spray coat designated buildings and property automatically with no human interaction required.

Location: Greater St. Louis Area **Asking Price:** Ask Broker
Broker: Joe Czmarko / (314) 402-0568 / joe@linkbusiness.com

Residential / Commercial Fire Sprinkler System ref: SL00020



PRE-PACKAGED, COMPACT DESIGN PUMP, MOTOR, CONTROLLER AND MANIFOLD ASSEMBLY

SDE: \$0
Sales: \$0

Pre-packaged, compact design pump system with motor, controller and manifold assembly listed to NFPA (National Fire Protection Association) and UL (Underwriters Laboratories) standards, is an affordable, light weight, stand alone, completely pre-packaged pump system mounted on a polyethylene base that is pre-wired and piped. The system is designed to be water ready in less than one-half hour by one person.

Location: Greater St. Louis Area **Asking Price:** Ask Broker
Broker: Joe Czmarko / (314) 402-0568 / joe@linkbusiness.com

Well Established Food Manufacturer For Sale

ref: SD0001

SDE: \$450,000
Sales: \$2,200,000

Established in 1992. Developed outstanding reputation throughout United States as a leader/innovator in food manufacturing/distributing and private labeling industry. Produced and successfully brought over 100 products to the marketplace in categories including, but not limited to, grocery, ready to drink beverages, frozen food, confectionary, and snack foods(corn and potato chips/extruded snacks).

Strategically carved out a niche and capitalized in R & D and food manufacturing with a distribution channel of 400 plus stores. All procurement of raw materials and manufacturing is contracted with specialized companies throughout the United States that have been carefully scrutinized for quality, consistency and efficiency. Excellent relationship with the manufacturers and client.

Turn-key and well positioned for growth, 22 year history of strong revenues and profit. Ready for next level. Strategic in every aspect of the business from developing products that will net 20% plus, choosing manufacturers and sourcing raw material companies nationwide that can produce quality and deliver on time, to choosing clients most profitable for the company.



Location: Los Angeles **Asking Price:** \$1,000,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Master Franchise Opportunity - Pet Industry

ref: SD0031

SDE: \$507,319
Sales: \$972,264

Major acquisition opportunity to purchase the United States Master Franchise in the pet industry with 150 plus current franchisees.

The company is well positioned for expansion of 100 plus new franchisees. Franchisor has taken the inefficiencies out of the traditional business model for this category, outlined in the FDD, and has implemented a streamlined and proprietary system which has resulted in a nationally and internationally recognized brand. With this scalable business model, the Master Franchisee has an opportunity to build on this platform and continue to expand throughout the U.S. Excellent opportunity for an owner-operator, strategic buyer, corporate buyer, or as an add-on to a portfolio company.



Location: California **Asking Price:** \$3,000,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Booming Staffing Business in Southern California

ref: SD0002



SDE: \$421,424
Sales: \$5,675,030

Gross revenues and profits are booming for this Southern California staffing company! Gross revenues for 2013 were \$5,675,030, 2012 were \$4,575,644, and 2011 were \$4,035,592. The SDE for 2013 were \$421,424. Staffing areas include IT, hospitality, administrative, front office, light industrial and accounting. Seller looking to expand through an acquisition. Great opportunity.

Location: Southern California **Asking Price:** \$1,684,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

High End Audio Speaker and Cable Manufacturer

ref: SD0003



SDE: \$207,031
Sales: \$692,398

Patentable designs, numerous industry reviews site spectacular sound quality that rivals some of the biggest names in audio technology. High end audio speaker and cable design and manufacturing company with distribution channels in several countries seeks a sale or merger with a larger company with established audio technology manufacturing experience and expertise.

Location: Southern California **Asking Price:** \$1,500,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Highly Profitable Boutique Restaurant Chain

ref: SD0035



SDE: \$847,212
Sales: \$4,640,720

Established in the 1990's, this boutique restaurant chain has grown to be one of the most popular family owned and operated businesses in the San Francisco Bay area.

With a turn-key and scalable business model in place, a well-recognized brand, an emphasis on operational excellence and customer service, this is the perfect platform company to be expanded as a chain or as a franchise. A separate entity has been established for franchising with several operational models to choose from.

Gross revenues for 2014 were \$4,946,553 with Seller's Discretionary Earnings of \$951,941.

Location: San Diego **Asking Price:** \$4,600,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Profitable Franchise Staffing Company

ref:SD00025



SDE: \$348,029
Sales: \$1,059,863

Well established leading franchise staffing company is now available. This staffing company services finance, accounting, clerical, administrative, customer service, and manufacturing. Owner works full-time with two offices and has an excellent management team in place. This company is a great fit for anyone looking to be part of a major franchise brand with a stellar reputation and room for growth.

Location: Southern California **Asking Price:** \$1,000,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Highly Profitable Ambulance Company

ref: SD0029

SDE: \$1,220,000
Sales: \$3,600,000

Seller's Discretionary Earnings through August 2015 were over \$1,200,000, exceeding 2014 earnings, for this well established Ambulance company. The acquirer has an opportunity to purchase the target company and achieve economies of scale, efficiencies and enhanced market visibility with this well-established platform company. The success of any organization is rooted in its competitive-edge and organizational capabilities.

With an emphasis on organizational and operational excellence within the core business, the company has been able to achieve a high level of customer service and patient care.

Present and future competitors will have a difficult time trying to replicate this business model.

Due to significant organic growth over the last three years and the interim financial year to date, the asking price is open. Acquirer may want to consider acquiring the corporation for the purpose of continuity.



Location: Southern California **Asking Price:** Not Disclosed
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Prime Beach Retail Store

ref: SD0009

SDE: \$70,000
Sales: \$387,000

Location, location, location! A business and location like this is rarely available! Well established men's retail boutique clothing store located in prestigious beach area of San Diego, CA. Great foot traffic and visibility, has an excellent reputation and following. The store features unique lifestyle apparel brands.



This business opportunity is ideal for an individual or for a high-end men's retailer that is looking to expand.

Location: San Diego County **Asking Price:** \$165,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Highly Profitable Café - Excellent Location

ref: SD00022

SDE: \$163,228
Sales: \$500,000

Located in one of the hottest neighborhoods of San Diego, this highly successful indoor outdoor cafe has become the go to place for locals and tourists who want a taste of the eclectic. Excellent 2,000 sq ft end cap location at the intersection of a major thoroughfare, this highly visible cafe has significant pedestrian and drive-by traffic morning, noon and night.



Location: San Diego **Asking Price:** \$495,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Profitable North County Hair Salon

ref: SD00020

SDE: \$50,736
Sales: \$125,385

Great opportunity to own a hair salon in a prime North County beach location. Well established and profitable salon has both rental and commission revenue streams.

Gross Sales 2015 - \$125,384. SDE 2015 - \$50,736.

Approximately 1,500 sq ft, 12 stations. Monthly rent is \$2,224/month. Great for an owner operator or absentee owner. Motivated Seller will entertain all offers.



Location: San Diego County **Asking Price:** \$60,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Prime North County Beach Restaurant

ref: SD00047

SDE: \$93,269
Sales: \$365,286

Established restaurant in prime North County upscale beach community. Locations like this rarely come available! Restaurant serves breakfast, lunch and dinner and has a beer and wine license. Restaurant is approximately 1,880 sq ft and has a beautiful patio for outdoor dining. Great opportunity for an owner operator or established restaurant group looking for a prime North County location.



Location: San Diego County **Asking Price:** \$300,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Mexican Fast Casual Restaurant

ref: SD00042

SDE: \$0
Sales: \$0

Perfect opportunity for an owner operator that wants to get into the hottest category of the restaurant business, the Mexican fast casual segment is booming! This fast casual restaurant offers dine in, take out, delivery and full catering business. Menu includes tacos, burritos, tamales, etc. and separate catering menu. Approximate 800 sq ft footprint keeps the rent rolls manageable at \$1,363.50/month.



Location: San Diego County **Asking Price:** \$110,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Prime Restaurant in San Mateo County

ref: SD0033

SDE: \$0
Sales: \$1,736,139

Great opportunity to purchase a full service restaurant located in an upscale community in San Mateo County. Rent for this 3,100 sq ft restaurant is \$10,218.50 per month including CAM. Furniture, fixtures and equipment are in excellent condition. Full type 47 liquor license. Gross revenues for fiscal year ending in 2014 were \$1,736,139.



Location: Northern California **Asking Price:** \$700,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Boutique Hair Salon

ref: SD0030

SDE: \$0
Sales: \$63,000

Located in one the hottest areas of San Diego with major redevelopment in motion, this location will continue to grow with the neighborhood. Approximately 700 sq ft salon in an eclectic shopping and restaurant district with heavy foot traffic. Client database of over 2300 names, state of the art software. Brand new, imported furniture, high end fixtures, equipment and inventory.



Location: San Diego, California **Asking Price:** \$24,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Profitable North County Auto Glass Business

ref: SD00045

SDE: \$167,839
Sales: \$434,474

This is your chance to own a profitable and exciting business in North County San Diego that does window tinting, stereo equipment, & auto glass replacement. Business has an estimated 3,200 sq ft and plenty of parking. Inventory included. Room to expand business by adding mobile services and fleet accounts.



Location: San Diego County **Asking Price:** \$350,000
Broker: James Holland / (858) 525-2580 / james@linkbusiness.com

Promotional and Staffing Company

ref: SD00041

SDE: \$195,792
Sales: \$267,711

Excellent opportunity to own a high margin, profitable promotional & staffing business that services clients across 44 states. Company has contracts with major brands in the beverage industry, hospitality industry, sports, music, entertainment and various marketing companies. Company has a large and talented inventory of models and brand ambassadors.



Location: Southern California **Asking Price:** \$399,000
Broker: James Holland / (858) 525-2580 / james@linkbusiness.com

Central San Diego Auto Repair Shop

ref: SD0037

SDE: \$128,986
Sales: \$406,513

Auto Service Shop on one of the busiest streets in San Diego with front row visibility and plenty of signage. Ample parking, 4 lifts, compressor, waste oil tank, A/C machine and a drive through bay. This is full service maintenance and repair shop that has been in business over 10 years. Great online & social media presence.



Location: San Diego **Asking Price:** \$250,000
Broker: James Holland / (858) 525-2580 / james@linkbusiness.com

Iconic San Francisco Bar

ref: SD0028

SDE: \$0
Sales: \$1,098,342

One of the most famous bars in San Francisco, this bar is approximately 3,200 sq ft, has a type 48 full liquor license and local and national name recognition. Outstanding location, some of the highest drive-by and foot traffic in SF. Tons of media attention, and many years of being in business there is no lack of exposure for this booming bar.



Location: San Francisco **Asking Price:** \$800,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Successful Los Angeles Physical Therapy Practice

ref: SD0010

SDE: \$186,477
Sales: \$378,036

Los Angeles based physical therapy practice experienced great growth in 2014 due to new health care initiatives. Professional staff and loyal client base make this a great opportunity for a Physical Therapist/owner looking acquire a successful practice and continue its growth. The practice has a great footprint with room to grow and excellent lease terms.



Location: Los Angeles **Asking Price:** \$425,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Businesses for sale - LINK San Diego

Freestanding Profitable Coffee House

ref: SD00043

SDE: \$116,713
Sales: \$408,965

Freestanding coffeehouse with a wrap-around patio in San Diego is a staple in the community and offers the best coffee, pastries, and beer and wine. Building is 2,300 sq ft with a 590 sq ft front, rear and side patio. Lease is good through 2025. There is also on premise parking.



Location: San Diego County **Asking Price:** \$295,000
Broker: Jason Tillery / (949) 680-7189 / jason@linkbusiness.com

Laguna Beach Restaurant

ref: SD00026

SDE: \$0
Sales: \$0

Excellent location in the heart of Laguna Beach, partner dispute forces sale. Great opportunity for someone looking for a well established restaurant that is popular with both locals and nearby resort guests. Beautiful restaurant space is 1,500 sq ft with rent under \$6,000/mo. Seats 52. Beer and wine currently with type 47 pending. Priced to sell, negotiable!



Location: Orange County **Asking Price:** \$75,000
Broker: Tom Burns / (949) 280-4272 / tom@linkbusiness.com

Popular South Orange County Restaurant

ref: SD00046

SDE: \$0
Sales: \$720,000

Established in 2000, this popular south OC restaurant near harbor has it all. Open for lunch and dinner with patio and a 47 liquor license, the restaurant has a beautiful dining room with bar and separate banquet hall for weddings and private functions. 3,700 sq ft with rent of \$7,100/month. Gross sales average 50,00 to 70,000 per month in season.



Location: Orange County **Asking Price:** \$220,000
Broker: Tom Burns / (949) 280-4272 / tom@linkbusiness.com

Laguna Beach Neighborhood Café

ref: SD0032

SDE: \$125,000
Sales: \$700,000

Well established café in Laguna Beach with beer and wine license. Currently serves dinner only but new owner could add breakfast/lunch on the weekends as additional revenue. Approximately 1,025 sq ft seats 40, ample parking. Great lease terms include apartment above the café, 3 years remaining on the lease and 5 year option. Great opportunity with lots of growth potential.



Location: Orange County **Asking Price:** \$290,000
Broker: Tom Burns / (949) 280-4272 / tom@linkbusiness.com

Smog Test Only Center

ref: SD0015

SDE: \$48,000
Sales: \$84,000

North Orange County reputable STAR Certified Smog Check only station has been established for more than 15 years. This is an excellent opportunity for an owner/operator or absentee owner. Stand-alone 1,600 sq ft building with 1 stall, office and lobby. The smog station features the ESP smog machine, in-ground dyno and evap. & new OIS-DAD system being leased.



Location: Orange County **Asking Price:** \$75,000
Broker: Steven Fastua / (949) 887-2793 / steven@linkbusiness.com

Yacht Apparel and Accessories E-Commerce Business

ref: SD00023

SDE: \$0
Sales: \$102,000

Turn-key Yacht Apparel and Accessories E-Commerce Business selling high end branded racing apparel for men, women, and teams around the world. Designed for sailboat owners and crews. Owner is looking to sell or for a strategic partner as an investor to maximize growth.



Location: Southern California **Asking Price:** \$350,000
Broker: Tom Burns / (949) 280-4272 / tom@linkbusiness.com

Profitable South Orange County Restaurant

ref: SD0039

SDE: \$0
Sales: \$1,657,745

Large upscale restaurant with bar and lounge in highly desirable South Orange County location. 5900SF restaurant seats 160 inside and an additional 40 on patio. Great lease terms with 3 years remaining on the lease and 2 five year options. Restaurant has full liquor license, ample parking and great chef driven menu. 2015 gross revenue was \$1.7M.



Location: Orange County **Asking Price:** \$349,000
Broker: Tom Burns / (949) 280-4272 / tom@linkbusiness.com

North County Auto Repair Shop

ref: SD0034

SDE: \$201,884
Sales: \$650,157

North County San Diego premiere auto repair shops available for purchase! Owner retiring after operating this highly profitable business for over 20 years. This is a well-established full service automotive repair and star smog check business. Very desirable and visible location on a major street, with lots of vehicular traffic. Business also has repeat and loyal 20 yearlong customer base.



Location: San Diego **Asking Price:** \$425,000
Broker: James Holland / (858) 525-2580 / james@linkbusiness.com

Urban Winery/Tasting Room Franchise

ref: SD0012

SDE: \$0
Sales: \$0

Unique opportunity to own your own urban winery and tasting room in Southern California! Customize everything from the name of your winery to the labeling of the bottles, merchandise etc. Great franchise support provides bottled wine, grapes to engineer your own blends, equipment and training to get you started, etc. This is a lifestyle business with great upside potential!



Location: Not Disclosed **Asking Price:** \$50,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Hip Urban Neighborhood Retail Store

ref: SD00044

SDE: \$61,294
Sales: \$101,426

Unique women's, men's and children's clothing store in highly desirable hip San Diego neighborhood with great foot traffic. Business has been in its current location since 2008. Store carries boutique lifestyle apparel brands with an excellent reputation and following. Approximately 1,500 sq ft prime retail space and comes with approximately \$50,000 worth of inventory.



Location: San Diego County **Asking Price:** \$134,900
Broker: James Holland / (858) 525-2580 / james@linkbusiness.com

Convenience Store in High Traffic Mall

ref: SD0038

SDE: \$0
Sales: \$95,000

First floor convenience store in major San Diego mall with high foot traffic. Kiosk sells packaged foods, snacks, tobacco, candy, beverages, and lottery. Beautiful new build out with approximately 160 sq ft of floor space plus storage. Gross sales for 5 months was approximately \$95,000. 7 years remaining on the lease, seller is motivated.



Location: San Diego County **Asking Price:** \$99,500
Broker: Steven Fastua / (949) 887-2793 / steven@linkbusiness.com



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Businesses for sale - LINK Phoenix

Beautiful Yoga Studio for Sale!

ref: PH00002

SDE: \$0
Sales: \$62,300

Dreamed of owning your own yoga studio? 2,900+ sq ft sanctuary available. \$300k+ invested to create the perfect environment. Sports flooring in yoga room; hot or Bikram yoga available due to ARES custom heating unit & humidifier; dressing rooms with showers; near major freeway; spacious and gracious. Significant storage, washer/dryer, and bonus room for massage therapist, juice bar, or a large office.



Location: Phoenix Metro **Asking Price:** \$125,000
Broker: Lisa Riley / (480) 686-8062 / lisa@linkbusiness.com

Profitable Sandwich Franchise - East Valley

ref: PH0011

SDE: \$60,700
Sales: \$457,000

Turnkey operation, perfect for someone who seeks simple franchise processes and/or would like to grow with multiple locations.

- \$76,000 in furniture, fixtures and equipment
- Recently Remodeled. New Equipment
- Loyal Customers. Seller Carryback
- Growth trend doubles earnings from 2014 to 2015



Location: Maricopa County **Asking Price:** \$110,000
Broker: Lisa Riley / (480) 686-8062 / lisa@linkbusiness.com

Lock & Key Business, Building and Land

ref: PH0013

SDE: \$14,000
Sales: \$60,000

Providing service to the area since the 1960's! Located on a major thoroughfare in a busy commercial & residential area. They provide in-shop and contract for on-sight service for residential and commercial customers.



Business currently occupies 480 sq ft of space on a ¼+ acre lot. Includes \$80K+ in RE and land.

Location: Phoenix Metro **Asking Price:** \$120,000
Broker: Lisa Riley / (480) 686-8062 / lisa@linkbusiness.com

Profitable Motorcycle Gear & Accessories

ref: PH0012

SDE: \$100,000
Sales: \$485,500

Well established local retailer wishes to retire. With a great reputation for quality, trusted service, this business offers You a unique opportunity to control your own destiny and realize your dreams of living and Riding in beautiful AZ.



Increase on-line ecommerce, re-vitalize marketing/advertising, or attend trade shows to rapidly increase sales. \$100K SDE; great landlord/lease!

Location: Maricopa County **Asking Price:** \$225,000 + Inventory
Broker: Lisa Riley / (480) 686-8062 / lisa@linkbusiness.com

Thriving Local Profitable Boutique

ref: PH0015

SDE: \$44,000
Sales: \$249,000

Turn key successful retail operation with proven track record and customer satisfaction

Nestled nicely amongst restaurants, wine and local bars, with only 3 retail shops nearby, this Boutique provides outstanding customer service. For more than 5 years, they have offered a huge array of products including clothing, accessories, jewelry, furniture, gifts, furniture paint, children's gifts and more!



Location: Downtown Chandler **Asking Price:** \$120,000
Broker: Lisa Riley / (480) 686-8062 / lisa@linkbusiness.com

Well Established Profitable Beauty Salon

ref: PH00017

SDE: \$34,400
Sales: \$101,700

15+ year salon has been serving the locals and snowbirds since its inception. Owner purchased 7 years ago from original owner, who remains a renter! Excellent repeat clientele and located by anchor grocery store. Owner willing to rent until final retirement.



Salon covers its own bills! Enjoy your own hair or nail clientele and pay yourself rent!

Location: West Valley **Asking Price:** \$59,000
Broker: Lisa Riley / (480) 686-8062 / lisa@linkbusiness.com

West Valley Mom and Pop Pizza Joint

ref: PH00022

SDE: \$0
Sales: \$90,000

Owner operator pizza business

- \$70,000 in furniture, fixtures and equipment
- Open 2+ years. Loyal customers
- Seller carryback
- EBT approved
- Great lease \$1,833 for 1,100 sq ft



Highly motivated seller. Amazing opportunity!

Location: Maricopa County **Asking Price:** \$99,000
Broker: Lisa Riley / (480) 686-8062 / lisa@linkbusiness.com

Restaurant and Lounge Business

ref: PH00021

SDE: \$156,400
Sales: \$1,450,512

Well established, exceptional staff and management and an awesome inventory of upscale wine choices combined with the opportunity to expand the officially approved footprint makes this the perfect fit for a serious buyer. Excellent lease and landlord.



Gross income: \$1.45m, SDE: \$156k, Includes \$93k of furniture fixtures & equipment. Additional \$55k inventory - adjusted at closing.

Location: Metro Phoenix Area **Asking Price:** \$350,000 + Inventory
Broker: Pamela Smith / (602) 696-7306 / pamelas@linkbusiness.com

Billboard Company for Sale in Southeast Texas

ref: DL0001

SDE: \$100,000
Sales: \$118,000

Turn-key Billboard Company in Southeast Texas is for sale. Great locations with long reads, all structures are steel illuminated monopole units, long term leases and in very good operating condition.

Location: Southeast Texas **Asking Price:** \$800,000
Broker: Tom Diedrich / (214) 710-2558 / tomd@linkbusiness.com



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 in business sales, this guide provides a comprehensive overview of all steps involved in selling a business, from preparing to sell through closing the sale. 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 broker's opinion of value of your business, call 844-840-5600.**



LINK Manages Business Sales in a Planned and Orderly Manner

Preparation

"Grooming" your business for its sale by maximizing its efficiency, earnings potential and presentation. Minimizing costs and increasing profit by as little as \$5,000 per year could add thousands to the sale price. We can assist you in recasting your P&L Statement in determining the true SDE (Seller's Discretionary Earnings) of your business.

1

Valuing Your Business

There are several methods of valuing a business. In most cases LINK uses a combination of these to determine the most realistic selling price. The methodology used must be accurate and appropriate for your type of business, and be able to withstand scrutiny by financial professionals. These are established methodologies for most business categories, but they can only be used as a guide. Every business is unique, which is why it is so important to deal with brokers who have proven experience in establishing true market value.

2

Listing

We list your business with a Representation Agreement, which is legally required before we can start the selling process. We also simultaneously fill out a Business Fact Sheet which gives us all the required information for properly describing your business to potential Buyers and an Agency Disclosure explaining our agency relationship with you and the Buyers. If you are a corporation or an LLC we will also need a shareholder/member Authorization.

3

Information Memorandum

A comprehensive sales and marketing document prepared by LINK providing a detailed overview of your business. The document must be crafted to ensure it is accurate and honestly represents your business and its benefits. It can get potential Buyers of your business excited about it or if not done properly, it can cause them to overlook it.

4

Identifying Buyers

Some businesses listed with LINK sell before they are publically advertised. LINK maintains a large database of qualified Buyers seeking businesses in all sectors. As independent professionals, LINK brokers are able to discreetly approach these Buyers in queue that we believe might be interested, without divulging information that might identify your business.

5

Marketing –

LINK is one of the largest business sales marketers and advertisers in the world. Our marketing programs are closely monitored and through experience, we know which approaches are most effective. Our Information Memorandum, our ads, our magazine, our brochures, our web presence and other marketing and sales tools are carefully prepared to attract Buyers without identifying your specific business.

6

Finding "Real" Buyers

Acting as an Independent third party, LINK brokers are able to maintain confidentiality until Buyers have been checked for buying capability – education, experience and finances. Checking a buyer to ensure their intentions are "real" is often a surprisingly time-consuming and difficult process. Statistics show that for every ten inquiries about a business for sale generated by a marketing campaign, only one is a "real" Buyer.

7

Purchase Agreement

After a Buyer has reviewed the Information Memorandum, met with the owner, viewed the business and expressed interest, a Purchase Agreement is negotiated and signed by both Buyer and Seller. Commercially sensitive details are not supplied at this stage.

8

Disclosure & Due Diligence

The signing of the Purchase Agreement does not necessarily mean the business is sold; the Seller and Buyer will now conduct the seller and buyer disclosure which consist of a series of questions about each other. Next they will each verify the information about the Seller and Buyer during a due diligence period. The due diligence process generally takes five to ten working days, although for more complex businesses, it can take longer.

9

Conditions Removal & Closing

Once all the conditions in the Purchase Agreement have been satisfied, the business checks out and the Buyer checks out, the Conditions Removals are signed and escrow will be opened. Escrow is a means, time period and trust arrangement during which the paperwork required for the sale of a business is processed. Escrow acts as a "neutral" agent of Seller, Buyer and Broker to collect documents, money and to distribute the same pursuant to escrow instructions as directed by the principals. The seller usually assists in the business for an agreed period after the sale, to train the new owner and facilitate a smooth transition.

10

Most businesses listed for sale with LINK, sell within 3 to 8 months, although large and complex businesses may take longer. Once an offer is received, it generally takes around 4 to 8 weeks to complete the sale process.

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For your FREE guide, or a confidential broker's opinion of value of your business, call 844-840-5600.



The authority on selling businesses