

# Businessbroker

The authority on buying and selling businesses

UNITED STATES EDITION, JANUARY - APRIL 2016

**Using Earn-Outs  
to Share Risk**

**Introducing  
LINK Dallas**

**Another Set of  
Eyes and Ears Plus  
Years of Business  
Experience**

**The Value of a  
Business Broker**

**The More You Know:  
What Sellers and Buyers  
Should Know About  
Business Transactions**

**100<sup>+</sup>**

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**LINK**

The authority on selling businesses

# Benefits of Using a LINK Business Broker

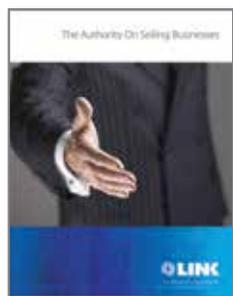


*"We know how to create and roll out an effective, tailor made marketing strategy for your business. By marketing widely we will increase the possibility of multiple offers and attain the best price for your business. We have the biggest reach. We are the fastest growing business brokerage – nationally and internationally, including **Australia, South Africa and New Zealand**. In order to deliver the best possible service, we have specialized business brokers. Our long history in business brokering and our strict quality control measures including peer reviews ensure that your business is presented accurately and that liability is minimized, and that the sales value achieved is maximized."*

## LINK Marketing

### Information Memorandum

We will prepare a comprehensive, well presented Information Memorandum that will only be provided to capable buyers who have signed a confidentiality agreement with us. Our view on protecting your company's information is uncompromising.



## LINK Information Technology

### linkbusiness.com

Our powerful online search engine advertises business opportunities without disclosing confidential information.



## Best Possible Service

Selling a business can take considerable time and commitment in order to achieve the best possible price and we can do much of that time-consuming work for you. Our brokers activities are regulated by the local State Departments of Real Estate.

They are also governed by our own code of conduct and our strict internal policies. You have the comfort of knowing you have someone experienced in selling businesses, who knows your industry, the current market and will have an educated "opinion on the value" of your business. And finally, brokers have access to a vast network of capable potential buyers.

**"34 Offices in 4 Countries"**

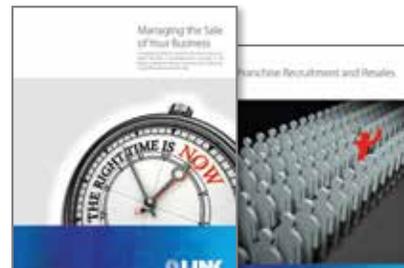
## Business Broker Magazine

LINK publishes its own magazine, Business Broker three times a year.



## LINK's Monthly E-Newsletter

Sent only to those who have registered on the LINK database.



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"**

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## 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 Dallas office. The Dallas office is owned by Tom Diedrich who has spent the last twenty (20) years in the advertising industry. He is an accomplished strategic and hands on leader with passion and experience for revitalizing operations and accelerating revenue growth. Throughout his career, Tom's dynamic leadership and motivational skills have allowed him to build and develop successful sales teams that continually performed above expectations on a year to year basis.

His reputation was earned from his ability to attain the highest level of customer satisfaction by building trusted partnerships, providing outstanding customer service and his ongoing follow up support. Professionalism, communication ability and intrapersonal skills have enabled him to forge positive relationships and lucrative strategic alliances.

Tom's vast experience with all types of industries in his advertising background will provide any potential buyers and sellers with an immediate comfort level. Please help welcome Tom to the LINK Team.

Selling businesses is entering its golden era with our having a great number of quality businesses to sell. We are proud of the fact that our businesses are priced to make economic sense and marketed in such a way as to secure offers and great terms for the sellers.

Today we also have many well capable buyers and our buyers are well prepared and have their finances in order because they are serious about securing a good business. Another important aspect of our buyers is their pursuit to find a business that genuinely excites and is of interest to them. The acquisition of a business will often be one of the largest transactions in a person's life and will determine the success and enjoyment of their lives for years to come. LINK has the experience and know how to help buyers make that decision. 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

**Businessbroker**  
The authority on buying and selling businesses

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# Introducing the Newest Addition...

## LINK Dallas



### **Tom Diedrich - LINK Dallas**

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My name is Tom Diedrich and I am the newest franchise Principal to join the LINK USA family here in Dallas Texas, and excited to start my new career as a business broker.

I have over twenty-five (25) years of sales experience with the last thirteen (13) years as a general manager of successful sales, operations, and real estate office for a major media corporation. My experience in business development, management, negotiations and customer service made the opportunity to join the LINK family a very attractive venture.

Having worked in the corporate arena for years, the idea of working for yourself, reaping the benefits of your hard work and building a successful new office in a vibrant business sector was very appealing to me. My goal is to grow the Dallas office into the premiere business brokerage company in the DFW Metroplex through outstanding customer service and building long term relationships.

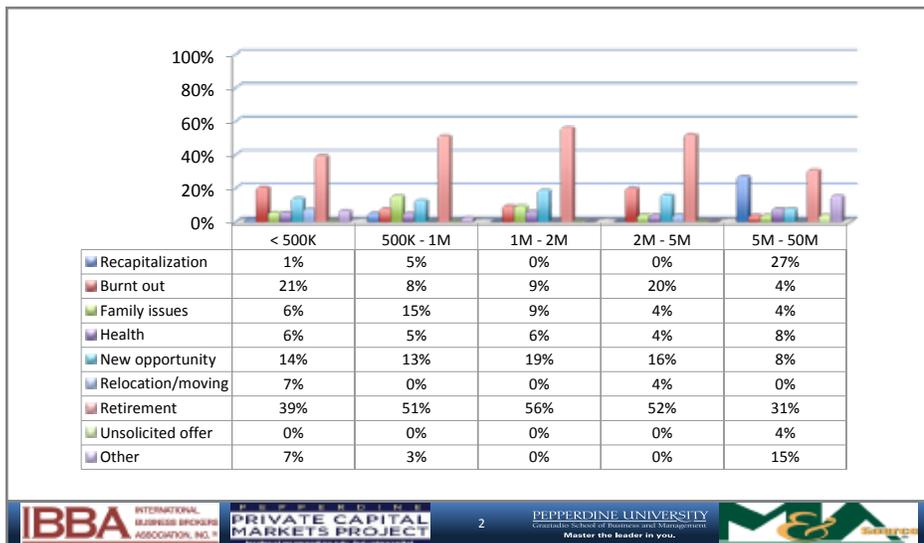
The More  
You Know:

# What Sellers and Buyers Should Know About Business Transactions

Every quarter, the International Business Brokers Association (IBBA), M&A Source, and Pepperdine University partner to gain an accurate understanding of the market conditions for businesses being sold in main street (values \$0-\$2MM) and the lower middle market (values \$2MM-\$50MM). The national survey is conducted with the intent of providing a valuable resource to business owners and their advisors. This is good news for Sellers and Buyers, it provides current trends and up to date information.

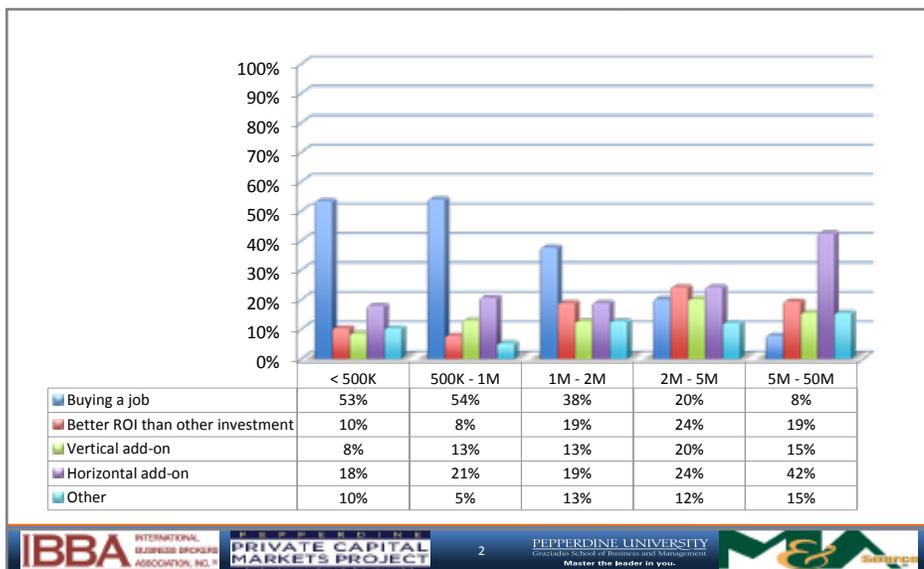
Great nuggets of information are exposed quarterly. For example, as a Buyer or Seller, you must understand your motivation as well as the other party.

In Q2 of 2015, the #1 reason for Sellers to go to market is retirement! This is good news for Buyers. However, retirement is NOT the only reason. Recapitalization is a very close second in the \$5 to \$50M market. It is important for BOTH Buyer and Seller to know WHY this business is for sale at this time.



## #1 Reason for Seller to go to market

As for buyers, those in the \$2M or less market are motivated as they are buying a job. In the \$2M-\$5M range, better ROI and horizontal add on are slightly more likely to be the motivation while over half (57%) the Buyers in the \$5-\$50M market are motivated to add on to existing businesses, either vertically or more often, horizontally.

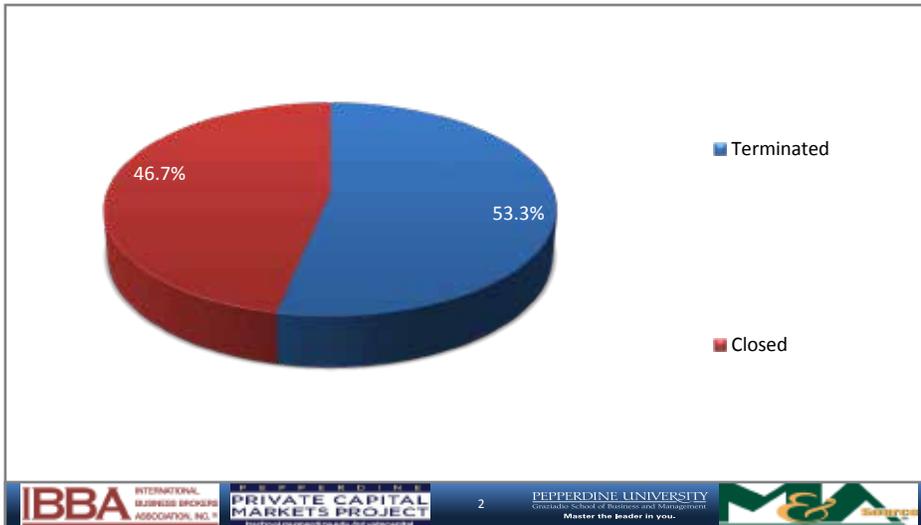


## #1 Motivation for Buyer

Knowing one's motivation is important, as is the knowing the likelihood of crossing the finish line, the sale or purchase of a business. In Q2 of 2015, over half (53.3%) of transactions terminated without closing. It is important to know that not all businesses listed for sale actually sell.

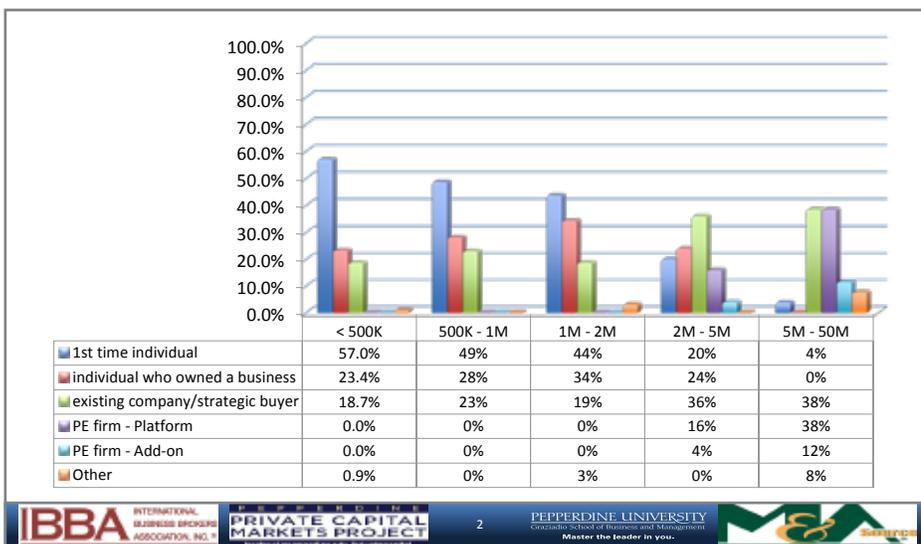
## Percentage of transactions terminated without closing in the last 3 months

Who were the actual buyers in Q2 2015. For the business sales under \$2M, the majority were first time individuals. For the \$2M and above businesses, existing companies/strategic Buyers comprised over one third of the Buyers and for the \$5-\$50M, private equity firms tied with existing companies.



## Buyer type

Looking at 2014 year end information, the biggest hurdle to getting deals closed was the valuation followed closely by deal fatigue/taking too long. If the valuation is not in line with current market rates, the deal is likely to end without a sale or take much longer to reach an agreed upon sales price.



A LINK Business Broker will provide you the most up to date information. It may not always be what you wish to hear, however, beginning with the right information can save time and lead to a higher likelihood of a transaction.



**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. 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.

# The Value of a Business Broker

People often wonder why they should hire a business broker to sell their business, and most do not fully understand the value of a good business broker. Below are some reasons you may not have considered:

## THE VALUE OF YOUR BUSINESS

Time and time again we come across sellers who don't really understand the value of a business, and often times they realize after a Broker's opinion of value that they were going to leave money on the table. If sellers are not realistic in their pricing, their business will sit on the market and never sell. How do you know how much your business is worth? Comps are not always accurate in business transactions because each business is unique. Even businesses with similar financials may differ in value due to things like customer concentration, contract lengths, accounts receivable, time in the industry, etc. You have worked hard to build a business and you want to make sure that you get a fair price for your business when you sell. Brokers will study the unique components of your business before offering you their opinion of value in the marketplace.

## EXPOSURE

Confidentiality is extremely important when selling a business. You don't want your clients to know that you are selling and you do not want your day to day operations disrupted. A Business Broker is seasoned at marketing your business blindly in order to keep the sale confidential. Often, it is your competitors that will call to further inquire about your business, and having a third party handle these inquiries gives you another level of protection from exposure.

## IDENTIFYING REAL BUYERS

Once you list your business, you will receive calls and emails from people wanting to know about your business. A broker's job is to identify "real" buyers before releasing any information. Many buyers that inquire are not financially capable of buying your business. In fact, only about 2% of all inquiries that brokers receive turn out to be real buyers. Brokers interview buyers and can quickly assess a buyer's motivation, financial strength, and background which will determine whether or not the buyer is a capable candidate to buy your business. This is a time consuming for owners who need to remain focused to ensure that their business continues to thrive. In addition, brokers deal with buyers all the time and have often built their own network of real buyers in each industry, which can result in a timely sale if the business is a fit for these buyers.

## NEGOTIATING

Negotiating can be an emotional process for sellers to engage in directly, and these emotions can keep buyers and sellers from reaching deals. Brokers negotiate all the time, and having a third party mediate the negotiations can ensure that emotions don't get in the way of a deal. Negotiating involves not only reaching an agreed upon price but also making sure that each deal-point is addressed and agreed upon. Brokers have a lot of experience in different deal structures so they often can suggest a scenario that is a win for both buyer and seller.



Your ultimate goal is to sell your business for the best price you can get, and to have that process go smoothly. This is exactly the job of a business broker.

Visit [linkbusiness.com](http://linkbusiness.com) for more details

## CONTRACTS

Who will draft the contracts that need to be in place? Brokers draft these documents and this process can save you lots of money in legal fees. Because brokers deal with the transfer of businesses all of the time, their documents are specific to a business transfer. While it is important to always have a business lawyer review legal documents prior to signing, a simple review is much cheaper than paying a business lawyer to draft these agreements from scratch.

## TRANSFER DYNAMICS

Businesses have many components that need to be transferred successfully in order for a successful sale. There are dynamics such as lease negotiations, successor liability, difficult landlords, license transfers etc., and working through these obstacles takes experience. Business brokers navigate these hurdles all of the time, are seasoned with dealing with the logistics of business transfers and their experience can often mitigate such issues.

## PRESSURING AND CLOSING THE DEAL

Once a buyer has been identified and an agreed upon price has been reached, this is just the beginning of the process. As mentioned above, the transfer is often complicated and someone needs to drive the process or the deal often dies. A business broker's job is to facilitate each component of the transfer and to set a timeline for the process. Time often kills deals, and a broker will ensure that both buyer and seller they stay on track and get to the close.

Your ultimate goal is to sell your business for the best price you can get, and to have that process go smoothly. This is exactly the job of a business broker, and the best part is that brokers are paid on performance only. This means that they are only paid when your business transfer is successful. No out of pocket expense to you upfront, and the commission at closing is motivation for the broker to perform and get the deal done!



**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.

# Another Set of Eyes and Ears Plus Years of Business Experience



We know you have been a successful entrepreneur just by the fact that you are reading this magazine. But many entrepreneurs are finding today's economy is making success more challenging than ever. Sometimes all you need is someone to talk to: sometimes it is great to have another set of eyes to look over what you are doing or not doing; and sometimes it is nice to have someone for bouncing ideas around. Doing this with people having small business experience and a proven track record is even better. We admire your ambition and would be pleased to have the opportunity to help you successfully achieve your financial goals and make your passion fun again.

Small companies and service organizations often overlook going outside for help when they experience problems because they think consultants are too expensive or that consultants only work for large companies. LINK Business specializes in reviewing and determining business solutions for sole proprietors, partnerships and small corporations. We are fast, efficient and relatively inexpensive. We are innovative, creative and have the skills necessary to make a difference to struggling, cash strapped or debt burdened companies. The first meeting is absolutely free and requires no obligation.

## Questions You Should Be Asking

1. Is your cash position better or worse than it was a year ago?
2. Do cash flow problems affect how you do business?
3. Is the amount of debt you are carrying a problem or a potential problem?
4. Do communications flow smoothly and quickly to the right person with no confusion?
5. Do you use customer complaints as a means to improve your business?
6. Does your production staff respect the demands of your customers?
7. Are you working so hard that you don't have time to run the business?
8. Do you have a very loyal and growing customer base?
9. Do you have an active cost reduction program in place?
10. Do you keep up-to-date on your Receivables?
11. Does a large percentage of your business come from one customer?
12. Are new products or services launched smoothly and on schedule?
13. Does your equipment keep you from producing a better product/service?
14. Are you losing business because of lack of follow through with existing customers?
15. Are at least 90% of your customers satisfied with what you delivered?

16. Do you sometimes wonder if you are improving?
  17. Do you have at least one person whose only job is to develop new business?
  18. Do employees understand how their jobs affect others in the company?
  19. Do you need a corrective action program?
  20. Do you have a "If it isn't broken...don't fix it" mentality?
  21. Do you hold companywide meetings at least once a month?
  22. Are you considered the technology leader in your industry?
  23. Is your sales dollar per customer increasing?
  24. Do you get new business through referrals from existing customers?
  25. Do you keep good records?
  26. Are deliveries to your customers normally on time and better than they expected?
  27. Were you late on many deliveries because of scheduling problems?
  28. Are you able to deliver your product or service faster than your competition?
  29. Is employee attendance a major problem?
  30. Do you often find yourself solving problems that others should handle?
  31. Is your inventory correct and accurate at least 97% of the time?
  32. Are your facilities clean, uncluttered and organized?
  33. Is competition taking away customers from you?
  34. Are you achieving your financial goals for your company?
  35. Is developing new business a big part of your sales plan?
  36. Does your company have key advantages over your competition?
- And many more...

Contact us to have our managing principal come in with one of our team members for a free consultation. Of course this will be completely confidential.



### Ron Hottes

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 on 844-840-5600 or [ron@linkbusiness.com](mailto:ron@linkbusiness.com)**



# Using Earn-Outs to Share Risk

Buyers have an aversion to risk. However, buying a business is always going to involve some risk. At LINK, we understand those risks and have time-proven procedures and forms to help alleviate some of that risk. Still, it is impossible to alleviate all risk. Price negotiations can take a turn for the worse when a buyer is struggling to understand a valuation based on forecasts or has concerns about the future profitability of a company. Using an Earn-Out may be the solution.

## What is an Earn-Out?

According to Webster's New World Finance and Investment Dictionary, an Earn-Out is "an additional payment or series of payments that is based on the performance of the company after the acquisition". Investopedia defines an Earn-Out as "a contractual provision stating that the seller of a business is to obtain additional future compensation based on the business achieving certain future financial goals". For buyers, an Earn-Out is a way for them to pay a lower price up front and share some of the future risk with the seller. This also ensures that buyers are "getting what they paid for".

## How to Structure an Earn-Out?

Earn-outs can cover future earnings, future performance, customer retention or any number of future events. They can be financial or strategic, although

financial is the most common. Keep in mind that simple, attainable goals are always best and will be much more attractive to a seller when asking for an Earn-Out. Next, you will have to decide on length of time for the Earn-Out. Earn-Outs can be anywhere from 3 months to 10 years, but it seems like 3-5 years is the most common.

And, once you have decided how you would like to structure your Earn-Out, your LINK Business Broker can help you create a Purchase Agreement that includes your Earn-Out. We have years of experience writing Earn-Outs for almost any type of situation and look forward to helping you get that deal done!



**Julie Pumfrey - Principal at LINK St. Louis**

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Julie has a Bachelor's Degree from University of Central Missouri. She has 22 years experience in management, project development, negotiations, sales and marketing. She has owned two small businesses and has been with LINK over 5 years, currently managing our St. Louis office. She looks forward to assisting sellers with finding the right buyer, and buyers with finding the right business opportunity.

## Be Seen by 17,000+ Buyers Each Month!\*

### List Your Business with LINK

[linkbusiness.com](http://linkbusiness.com)

LINK's powerful online search engine advertises business opportunities without disclosing confidential information. Anyone looking to buy a business in the United States, New Zealand, Australia or South Africa will quickly find the LINK site.

Call today to find out how LINK can assist with preparing your business for sale 844-840-5600.



\* total number that includes [linkbusiness.com](http://linkbusiness.com), [linkbusiness.co.nz](http://linkbusiness.co.nz), [linkbusiness.com.au](http://linkbusiness.com.au), [linkbusiness.co.za](http://linkbusiness.co.za)

# BUSINESS OPPORTUNITIES

Here is a selection of businesses LINK has for sale. For more business opportunities visit [linkbusiness.com](http://linkbusiness.com)

## THE LINK NETWORK

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

### LINK United States

[linkbusiness.com](http://linkbusiness.com)

#### Los Angeles

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### LINK Australia

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#### North Queensland

#### South Australia & Northern Territory

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#### Tasmania

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#### Northland

#### Wellington

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#### Bolan

#### Cape Town North

#### 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

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### 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](mailto:ron@linkbusiness.com)

# Businesses for sale - LINK Los Angeles

## Major Brands Motorcycle Dealer

ref: LA3737

SDE: \$341,000

Sales: \$6,000,000

This dealership is located on a major high traffic street with a major freeway a few blocks away. The current owner founded the business over 20 years ago. The product line now includes motorcycles for dirt, trail riding and motocross. For the street there is a full line of sport bikes, cruisers and also scooters for around town. Plus they have side by sides, ATVs and a full line of watercraft. The lot has room for expansion and growth. The seller is open to terms of sale that would include a cash down payment, bank financing and a seller note and will provide transition assistance for a new owner plus lease the property at market rates.



**Location:** California **Asking Price:** \$1,650,00

**Broker:** Mike Dunkle / 310-418-1530 / miked@linkbusiness.com

## Semi Absentee Chiropractic Offices

ref: LA3759

SDE: \$1,164,000

Sales: \$3,361,000

Well established and semi absentee run multi location chiropractic company with great cash flow. The owners do not see patients. 12 offices cover most of Southern California. They have a proprietary software system that automates most of the work for the back office.

- Strategically located offices to cover important areas in this field
- Key agreements in place for continued profitability
- Automated proprietary software
- Room to grow the business



**Location:** Southern California **Asking Price:** \$4,000,000

**Broker:** Jim Moazez / 562-477-6657 / jim@linkbusiness.com

## Regional Car Rental Company 6 Locations

ref: LA3910



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

This company is one of the largest privately owned vehicle rental companies in Southern California with 6 locations and about 320 cars. The company has depended upon ongoing contracts with most major insurance companies, hotels, body shops, and local businesses. They also find customers through online travel agencies, reservation systems, Yellow Page ads and their own web site with sophisticated search engine optimization capabilities.

**Location:** Southern California **Asking Price:** \$2,300,000  
**Broker:** Jim Moazez / 310-539-8300 / jim@linkbusiness.com

## Real Estate Acquisition Firm for Sale

ref: LA3808



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

This company is a national real estate acquisition firm that flips residential as well as commercial properties throughout the US. Substantial investments were made to allow for substantial large scale acquisitions. Buyer must be experienced in RE Development or seasoned RE investor to take this to the next level of performance. Upside almost unlimited.

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

## Consumer & Lifestyle Products MFG

ref: LA3416



SDE: \$425,000  
Sales: \$2,000,000

Manufacturer and distributor of high quality consumer products in LA County. A local company established with national retailers for over 10 years. This all natural manufacturer of high quality products maintained its products with these national retailers for several years with no marketing or sales representatives. Unlimited growth potential with some of the best in class performing products in the all natural segment and made in the USA consumer products including cosmetics. Sales growth the last two years reaching \$2M with high net. Owner seeking retirement.

**Location:** Los Angeles **Asking Price:** \$4,400,000  
**Broker:** Joe Khoury / 213-422- 7088 / jfk@linkbusiness.com

## Ambulance with High Volume Contracts \$3.5M

ref: LA3709



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

Established ambulance service with high gross and high net in LA County. With revenues growing by 20% each of the last two (2) years, this established ambulance company has several contracts in place and is on the way to obtain several more large contracts because of its best in class service reputation. With 12 newer trucks and an effective operation to grow. 1300 patients per month and growing. They serve the LA County and Orange County with plans to open more offices in other areas.

**Location:** Southern California **Asking Price:** \$3,500,000  
**Broker:** Joe Khoury / 213-422- 7088 / jfk@linkbusiness.com

# Businesses for sale - LINK Los Angeles

## 22 Yrs Profitable Asian Bus Chartered Company ref: LA3742



SDE: \$400,000  
Sales: \$3,300,000

Started from 1992, this highly profitable charter bus company has made more than half a million net each year for the past 3 years. Clean books. Catering mainly Asian tourists serves casino tours, camp and youth groups, sports teams, schools, route from LA to SF and Las Vegas.

**Location:** LA County **Asking Price:** \$1,350,000  
**Broker:** Wen Chen-Karkhanis / 941-526-9920 / wen@linkbusiness.com

## High Volume Carwash Priced Under Market ref: LA3760



SDE: \$780,000  
Sales: \$1,500,000

This is a rare opportunity to own a high volume full service carwash with property on a major busy street. This was appraised for \$8,700,000 (business + property) in 2012 and now is being offered for less than market value.

Serious buyers only.

**Location:** Southern California **Asking Price:** \$7,400,000  
**Broker:** Jim Moazez / 562-477-6657 / jim@linkbusiness.com

## Import & Distribution of Small Electric Appliance ref: LA3859



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

In business over 20 years. This company imports fans, humidifiers, heaters etc. mainly from China and sells to Home Depot, Lowes, Walmart and many other big name stores. They have their own brand name. Sales have been up double digit every year for the last several years. 2015 projection at \$15 million in sales with bottom line profit of close to \$1 million. The asking price of \$5 million includes over \$3 million in inventory, \$200,000 in cash for working capital, and Accounts Receivable minus the Accounts Payable of approximately \$1 million. Seller is willing to stay on to work for buyer at buyers option.

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

## Medical Spa

ref: LA3682



SDE: \$252,000  
Sales: \$700,000

This cosmetic medical spa, opened in 2003, is a well-established modern facility in the affluent neighborhood of Indian Wells (located inside Hyatt Regency Indian Wells Resort & Spa) catering to a sophisticated clientele.

This is an all cash business. No insurance billing hassle. No Obamacare. No recertification needed. As an approved instructor for the International Association of Physicians in Aesthetic Medicine, the Seller will teach anyone with an MD degree or a Nurse how to transition into an ALL CASH, NO INSURANCE, NO OBAMACARE, NO RECERTIFICATION business.

Most suitable buyer would be an MD.

**Location:** Southern California **Asking Price:** \$295,000  
**Broker:** Ved Sajjani / 714-904-8457 / Ved@linkbusiness.com

## Performing Arts Center

ref: LA3918

SDE: \$100,683  
Sales: \$258,847

Well established, renowned performing arts center for sale! This 35-year-old studio offers professional and pre-professional classes in a variety of performing arts disciplines to students of all ages, ranging from toddler to adult professional. They offer classes in ballet, jazz, tap, hip-hop, acting, voice, character, and musical theatre with 6 professional instructors. Seller has enjoyed the center's success for 10 years and is ready to retire.



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

## Bar with Karaoke in Center of LA

ref: LA3855

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

This newly remodeled bar with karaoke has a spacious bar downstairs and 5 Karaoke rooms upstairs. Hours of operation are 7pm through 2am Monday through Sunday. Seller claims his monthly sales are \$90,000.00. Base rent is \$7,000/m including NNN. Lease expires June 2018 with 5 years option.



**Location:** Los Angeles **Asking Price:** \$630,000  
**Broker:** Wen Chen-Karkhanis / 941-526-9920 / wen@linkbusiness.com

## Well Established Turnkey Hair Salon in LA

ref: LA3716

SDE: \$85,000  
Sales: \$665,000

This hair salon is located in a shopping and restaurant district with heavy foot traffic. There are many walk-in customers. This salon has a terrific management software system and operations manual to benefit an absentee owner. The owner can confirm the sales figures by the system wherever the owner is in the world. **SOLD** Essential to new owner!!



**Location:** Los Angeles County **Asking Price:** \$299,000  
**Broker:** Nobuko Isoda / 310-408-5980 / nobuko@linkbusiness.com

## B2B Telemarketing Business Supply

ref: LA3751

SDE: \$350,000  
Sales: \$1,000,000

Founded in 1981, the company has been selling office supplies to all types of businesses including car dealership, law firms and health care institutions etc... throughout North America via a state-of-the-art call center. The owner is retiring.



**Location:** South Bay of Los Angeles County **Asking Price:** \$750,000  
**Broker:** Wen Chen-Karkhanis / 941-526-9920 / wen@linkbusiness.com

## Used Car Lot on a Busy Street and 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 signalized location. You can bring your inventory or take the good mix of inventory they have.



Illness is forcing the sale.

**Location:** Southern California **Asking Price:** \$70,000  
**Broker:** Jim Moarez / 562-477-6657 / jim@linkbusiness.com

## Fishing Accessory Die Casting Retail-Wholesale - Seller Financing

ref: LA3848



SDE: \$33,000  
Sales: \$49,000

This company has been doing business for many years and the brand is very well known in the industry. They sell aluminum dies to people and businesses to cast their own sinkers and jigs. The dies are being made by a third party for the owner.

Owner has not worked the business for many years and is looking to retire soon. This can be done out of your home garage or a small warehouse. The business would greatly benefit from a good functional website and selling the products on the internet such as Amazon or Ebay.

This is almost an absentee run business now with no active marketing or sales.

**Location:** Southern California **Asking:** \$250,000 (includ. \$150K inventory)  
**Broker:** Jim Moarez / 562-477-6657 / jim@linkbusiness.com

## Product Design Firm with 60 Year 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:** Burbank **Asking Price:** \$600,000  
**Broker:** Wen Chen-Karkhanis / 941-526-9920 / wen@linkbusiness.com

# Businesses for sale - LINK Los Angeles

## Bar & Restaurant Supply Wholesaler - Semi Absentee ref: LA3854

SDE: \$215,000  
Sales: \$2,403,000

This 51 year old bar and restaurant supplies that also offers studio soft drink and craft services. The owner is not involved with the daily operation and is acting as a semi absentee owner at this time. They primarily sell paper products along with water and juices.

They also carry related items such as cocktail mixes, plastic ware, glass ware, chemicals, boxes and other items.

**Location:** Los Angeles **Asking:** \$800,000 (includ. \$80k inventory + \$260k A/R)  
**Broker:** Jim Moazez / 562-477-6657 / jim@linkbusiness.com



## Chinese Buffet for Sale in Large LA Mall ref: LA3752

SDE: \$150,000  
Sales: \$2,000,000

Established 15 years ago, this high volume Chinese buffet with hundreds of daily fresh cooked items has been very successful, owner wants to retire. 7,500 sq ft, large dining area with separate party room, fully equipped with kitchenware in good condition, plenty of parking.

**Location:** Los Angeles **Asking Price:** \$199,000  
**Broker:** Wen Chen-Karkhanis / 941-526-9920 / wen@linkbusiness.com



## Bakery and Catering Opportunity, Orange County ref: LA3858

SDE: \$0  
Sales: \$238,302

This great bakery has everything - cupcakes, cakes, cake pops and many other scrumptious pastries serving delicious coffee to wash it all down! They also cater for weddings and special events. Local delivery is available at a nominal fee. This bakery is located in a busy strip mall, near a university. Other drinks such as espressos and cappuccinos can be added. Lots of upswing!

**Location:** Southern California **Asking Price:** \$90,000  
**Broker:** Phil Wolfstein / 310-663-2180 / phil@linkbusiness.com



## Metallic Molds for a Patented Product is for Sale ref: LA3874

SDE: \$0  
Sales: \$0

Five pieces of metallic mold are specially formed for Chiropractic Massager which has been granted a U.S. PATENT. The 2 thumb tips massage your back from the neck to the waist as if done by a professional. This is a perfect device allowing the individual to administer his or her own massage. Since the patent has expired, the price is only for the molds.

**Location:** Home base in Los Angeles **Asking Price:** \$32,000  
**Broker:** Nobuko Isoda / 310-408-5980 / nobuko@linkbusiness.com



## High Volume Retail Tire Store ref: LA3888

SDE: \$220,000  
Sales: \$1,237,000

Well known franchise retail tire store that has been in the Pomona Valley for almost 50 years with current ownership in place for the last 15. Well established repeat customer base with great upside opportunity to increase revenue and profits through the growth of commercial accounts and non-tire retail sales. Located on a major street with easy access, lease runs through 2019.

**Location:** Southern California **Asking Price:** \$575,000  
**Broker:** Dawn Buboltz Hottes / 310-539-8300 / dawn@linkbusiness.com



## Sandwich Shop in a Busy Area - High Foot Traffic ref: LA3884

SDE: \$0  
Sales: \$0

This is a perfect location for a conversion. Bring your idea and menu then use this location to be successful. Everything is ready to go. Full kitchen is possible. This restaurant is located at a major corner of Hollywood area. There are major anchors that bring in lots of foot and car traffic. No parking issues. Rent is reasonable for the area.

**Location:** Hollywood **Asking Price:** \$70,000  
**Broker:** Jim Moazez / 310-539-8300 / jim@linkbusiness.com



## Short Hours Upscale Cafe - Owner Carry ref: LA3896

SDE: \$128,000  
Sales: \$259,000

This is a beautiful, well designed upscale cafe in Irvine with low rent. It feels like a franchise and the hours are not long like a regular restaurant. It involves light meal preparation. They have businesses and condos all around them and also offer delivery, using a third party. Seller is willing to carry a note for a qualified buyer.

**Location:** Southern California **Asking Price:** \$270,000  
**Broker:** Jim Moazez / 310-539-8300 / jim@linkbusiness.com



## NUTRISHOP Newport Beach ref: LA3885

SDE: \$98,436  
Sales: \$447,328

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 in nutritional supplements. This is a great location absentee run store. Owner has two stores available for sale in South Orange County. Great opportunity! SDE is based on owner working. Price includes inventory.

**Location:** Newport Beach, CA **Asking Price:** \$285,000  
**Broker:** Brian Reeves / 949-851-1000 / brian@linkbusiness.com



## Commercial HVAC & Refrigeration Sales, Service & Leasing ref: LA3897

SDE: \$173,000  
Sales: \$596,528



Profitable 50 year old company in Whittier with an excellent commercial customer base offering sales, service, repair and leasing of refrigeration equipment, air conditioners and appliances. The owner is ready to retire. Major potential for growth - they do zero marketing other than a listing in the yellow pages. Plus they pass on daily inquiries from residential customers. Price includes two vehicles, equipment and existing parts inventory. The property is also for sale.

**Location:** Whittier, CA **Asking Price:** \$399,000  
**Broker:** Brian Reeves / 949-851-1000 / brian@linkbusiness.com

## Move Quickly to Own Sign Shop in Prime Location ref: LA3899

SDE: \$0  
Sales: \$119,401



Don't miss this opportunity to get into the sign and banner business! Over 23 years in business at same location. Owner retiring. They make acrylic signs, banners, interior signs, vinyl lettering, business cards, decals and more. Long established base of customers. Most of the jobs they do are short run, high profit retail jobs. They are located in a prime commercial and retail center in North Orange County. Plenty of growth opportunities.

**Location:** Southern California **Asking Price:** \$39,313  
**Broker:** Phil Wolfstein / 310-663-2180 / phil@linkbusiness.com

## Children's Educational Technology Business ref: LA3900

SDE: \$90,000 - \$200,000  
Sales: \$523,600



This international children's educational business is seeking driven territory owners and franchisees to develop its concept in the United States. Teach children a range of computer and technology skills in a fun, engaging and creative way. This business develops student's critical thinking skills while preparing them for future careers and vocations.

**Location:** United States **Asking Price:** \$30,000 - \$100,000  
**Broker:** Dawn Buboltz Hottes / (310) 539-8300 / dawn@linkbusiness.com

## CERAMICS!! Get Fired Up with this Business! ref: LA3901

SDE: \$85,000  
Sales: \$111,422



FULL SERVICE CERAMICS STUDIO. A full range of services are offered including adult classes, private instruction, children's classes, kid's summer camp, open sessions, studio space, gallery venue, private parties and special events. Lots of opportunities for growth and expansion. Rare opportunity for the right individual. Don't wait! This type of business does not come on the market often.

**Location:** Long Beach **Asking Price:** \$150,000  
**Broker:** Phil Wolfstein / 310-663-2180 / phil@linkbusiness.com

## Franchise Candy Store/Semi Absentee Owner ref: LA3904

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



This is a 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 have Italian ice cream as well. Kids and adults love to come and buy their favorite items. Good margins in this business with easy operations.

**Location:** South Orange County **Asking Price:** \$140,000  
**Broker:** Jim Moarez / 310-539-8300 / jim@linkbusiness.com

## 6 Day Breakfast & Lunch Cafe ref: LA3889



SDE: \$85,000  
Sales: \$385,000

6 day breakfast & lunch café is for sale in a beautiful, affluent and busy neighborhood! Located on a famous main street surrounded by high-end commercial and residential buildings near popular shopping centers. Very desirable low, long-term rent, that is hard to come by in this area, which will transferable to the right new owner.

This business is a lucrative, profitable 6 day café with potential for additional growth with focus on aggressive catering and marketing activities, which has not yet been tapped to its full potential. Turnkey operation, perfect opportunity for someone who likes a simple 6 day operation.

**Location:** Los Angeles County **Asking Price:** \$225,000  
**Broker:** Susie Kang / 310-975-9492 / susie@linkbusiness.com

## Great Location, Your Concept!!! ref: LA3906

SDE: \$0  
Sales: \$0



Here is your opportunity to put your concept to work. Was one of the longest established locations for this well known franchise sandwich shop. Opening for hood is there. Area has a very busy breakfast and lunch traffic. There are hundreds of large businesses in the immediate area. Room to grow the dinner business. Reasonable rent with 7 years left on the lease.

**Location:** LA County **Asking Price:** \$69,000  
**Broker:** Jim Moarez / 310-539-8300 / jim@linkbusiness.com

# Businesses for sale - LINK Los Angeles

## So-Cal Premiere Wholesaler Snack Foods Distributor

ref: LA3909

SDE: \$200,000  
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:** South Bay **Asking Price:** \$500,000  
**Broker:** Jim Moarez / 310-539-8300 / jim@linkbusiness.com

## High Volume Retail Tire Store

ref: LA3911

SDE: \$105,460  
Sales: \$800,000

Well known franchise retail tire store in North San Diego County is well maintained with large customer base. Facility has six inside bays, four with lifts, one with an alignment machine and one with a lift for RVs. The store has a beautiful showroom for tire and non-tire retail sales with a large, clean customer waiting area. Owner currently leases property but option to buy is available. Owner also has additional store in East LA County for sale.



**Location:** Southern California **Asking Price:** \$300,000  
**Broker:** Dawn Buboltz Hottes / 310-539-8300 / dawn@linkbusiness.com

## Car Wash

ref: LA3915

SDE: \$250,722  
Sales: \$423,311

The business has been very successful since started in 2003. Semi-absentee owner. Great location on 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

## Rare Pawn Shop in Los Angeles County

ref: LA3809

SDE: \$150,000  
Sales: \$0

After 40 years at the same location, owner retiring. This pawn shop specialize in soft and hard goods, and specialty items including precious gems and diamonds. Loyal clientele since 1976. Price includes all FF&E, inventory and loans.



**Location:** Southern California **Asking Price:** \$895,000  
**Broker:** Joe Khoury / 213-422-7088 / jfk@linkbusiness.com

## Injection Molds Manufacturing Business

ref: LA3905



SDE: \$119,372  
Sales: \$730,315

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. This 22 year old business has potential to make significantly more money because the owner is tired, worn-out and wants to semi-retire. This is a well-established turnkey operation, a perfect opportunity for those who would like to expand their existing manufacturing operation and for those desiring to own their own successful injection mold manufacturing business.

**Location:** San Bernardino County **Asking Price:** \$250,000 + 5% Earn-Out  
**Broker:** Susie Kang / 310-975-9492 / susie@linkbusiness.com

## Niche Furniture Manufacturing Business

ref: LA3814



SDE: \$291,288  
Sales: \$1,672,539

Niche furniture manufacturing business for sale! Established and family run for more than 50+ years in Southern California, owners are ready for retirement and would like to sell the business to the right buyer who can take this company to the next level of success.

Their clientele ranges from high-end hotels across the US, Hollywood executives and producer/production companies, commercial and residential, restaurants and lounge bars, etc. Company is based on fiscal year ending April 30th. Their sales in 2014 was around \$1.7 Million and SDE (Seller's Discretionary Earnings) at \$291,000- based on one full time working owner.

Well-established niche turnkey operation, perfect opportunity for those who would like to expand their existing manufacturing operation and for those looking into visa opportunities.

**Location:** Los Angeles County **Asking Price:** \$900,000  
**Broker:** Susie Kang / 310-975-9492 / susie@linkbusiness.com

## Upholstery & Carpet Protective Tech Services Co. ref: LA3913



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

Originally developed by NASA for the Space Program this Fabric Protection Technology has been continually updated and adapted to protect Fine Fabrics and Carpeting in the Home and Commercially. The formulation is environmentally friendly and contains no Fluorocarbons. A favorite of the design elite, this product protects and enhances the appearance of furniture, carpets, fine rugs and drapes at home or work to look brand new and alive. This company is a proven leader in upholstery and carpet protection and cleaning in Southern California.

**Location:** Garden Grove **Asking Price:** \$120,000 + earn out agreement  
**Broker:** Phil Wolfstein / 310-663-2180 / phil@linkbusiness.com

## Animal Hospital in Los Angeles ref: LA3924

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

This animal hospital has been in business for over 35 years and under present ownership for 24 years. It is located in a 1969 sq. feet building. The building is for sale as well for \$650,000 with practice + R.E. priced at \$1,045,000.



This hospital gets about 375 clients per month or 18 clients per day.

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

## Franchised Frozen Yogurt Shop ref: LA3925

SDE: \$30,000  
Sales: \$264,677

This is a long established franchised yogurt shop located in San Diego area.

Great locations.

Absentee run. There are 2 stores, each priced at \$60,000. Seller would prefer to sell them together. This place needs a younger energetic owner / operator to take it to the next level.



**Location:** San Diego **Asking Price:** \$60,000  
**Broker:** Ved Sajnani / 714-904-8457 / ved@linkbusiness.com

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

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

This sushi restaurant and sports bar is 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 and 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:** South Bay Area **Asking Price:** \$310,000  
**Broker 1:** Nobuko Isoda / 310-408-5980 / nobuko@linkbusiness.com  
**Broker 2:** Paul Suh / 714-323-1010 / paul@linkbusiness.com

## Pawn Shop Owner Retiring After 37 Years ref: LA3838

SDE: \$185,000  
Sales: \$523,755

Pawn shop owner retiring after 32 years in business. Operating in San Diego County since 1983. Great neighborhood, nice inventory. Loan book almost \$400,000 and inventory around \$75,000.



**Location:** Southern California **Asking Price:** \$889,000  
**Broker:** Joe Khoury / 213-422-7088 / jfk@linkbusiness.com

## High Volume Mediterranean Restaurant in West LA ref: LA3711

SDE: \$125,000  
Sales: \$2,100,000

High volume mediterranean restaurant in West Los Angeles. Own part of LA history for only \$490,000 with a net of \$125,000. This well known established restaurant is in a very highly visible location established its reputation with excellent quality food and service. This is an opportunity to grow sales with some marketing and a full liquor license for a new owner/operator.



**Location:** Southern California **Asking Price:** \$490,000  
**Broker:** Joe Khoury / 213-422-7088 / jfk@linkbusiness.com

## Home Health Agency in Santa Barbara County ref: LA3731

SDE: \$229,600  
Sales: \$1,518,530

High volume home health agency in Santa Barbara County with annual SDE of \$180,000. Serving three counties for over 11 years. Fully operational business with existing management that runs day to day, absentee owner. Divorce forces sale. Priced to sell at \$540,000. This is a high growth sector.



**Location:** Southern California **Asking Price:** \$395,000  
**Broker:** Joe Khoury / 213-422-7088 / jfk@linkbusiness.com

# Businesses for sale - LINK Los Angeles

## Two Vegetarian Pizza Restaurants Est. Over 13 Years ref: LA3867

SDE: \$220,000  
Sales: \$824,219

The two locations in San Fernando Valley established by the same Owner since 2003. Loyal clientele with catering business from local schools. Very large menu that appeals to lunch and dinner business.



Delivery, 15% of sales. Revenues approaching \$900K net over \$200k with great leases and locations. Unique approach to establishing loyal clientele in the community.

**Location:** Southern California **Asking Price:** \$440,000  
**Broker:** Joe Khoury / 213-422- 7088 / jfk@linkbusiness.com

## Rare Opportunity For the Famous Sunset Strip ref: LA3908

SDE: \$0  
Sales: \$550,000

This recently remodeled bar and grill featuring fresh made pizza and unique beverage offerings is located in the heart of the strip. Partnership dissolution creates a great opportunity to be in the famous club scene.



**Location:** Southern California **Asking Price:** \$425,000  
**Broker:** Joe Khoury / 213-422- 7088 / jfk@linkbusiness.com

## High Volume Body Shop - Absentee Run ref: LA3786

SDE: \$276,000  
Sales: \$1,300,000

Here is a profitable and high volume body shop that is absentee run. It's located in the heart of LA with good street frontage. Manager in place that is running the business. Owner is relocating.



It has over 8 years of lease with low rent.

**Location:** Los Angeles **Asking Price:** \$385,000  
**Broker:** Jim Moarez / 562-477-6657 / jim@linkbusiness.com

## Staffing Company in Southern California ref: LA3840

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

A small but very successful temporary agency in the Hospitality staffing for over 9 years. Semi absentee run. Several contracts with large venues in 4 county area of Southern California. Growing over 25% annually. Personal reasons force the sale.



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

## Pet Food Delivery Franchise ref: LA3806

SDE: \$0  
Sales: \$0

Join the most resilient business model, pet food franchise. This is an opportunity to work from home with an investment starting at \$25,000. Can be operated as a home base business with low investment.



**Location:** Southern California **Asking Price:** \$18,000  
**Broker:** Joe Khoury / 213-422- 7088 / jfk@linkbusiness.com

## Well known Mexican Bar & Grill ref: LA3922

SDE: \$80,000  
Sales: \$880,000

This is a well known bar and grill for over 15 years. The West San Gabriel Valley has been revitalized with several new venues that has made the area a hub for lunch and dinner destination for the locals and surrounding areas. A great location with unique outdoor seating in the midst of several other bars and restaurants in the downtown area.



**Location:** Southern California **Asking Price:** \$275,000  
**Broker:** Joe Khoury / 213-422- 7088 / jfk@linkbusiness.com

## Better for You Burger Restaurant ref: LA3883

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

Located in the West San Fernando Valley with the great tasting food for burger lovers, as well as chicken, turkey with plenty of sauces and sides. Niche burger concept located next to several large national retailers that draw substantial traffic to the shopping center. Revenues stable for the last few years because of the location and its unique offerings of beef, turkey, chicken and vegetarian entrees.



**Location:** Southern California **Asking Price:** \$249,000  
**Broker:** Joe Khoury / 213-422- 7088 / jfk@linkbusiness.com

## Well Established Authentic Mediterranean ref: LA3860

SDE: \$120,000  
Sales: \$589,454

Zagat Rated Mediterranean Tapas restaurant established for 20 years. Charming ambiance and exceptional food. Zagat rated 4.5 stars and Yelp reviews over 400 4+ stars. Located near Beverly Hills and the largest shopping complex in greater Los Angeles. Priced to sell making over \$120,000 to Owner for only \$239,000. Owner retiring and moving out of the country.



**Location:** Southern California **Asking Price:** \$229,000  
**Broker:** Joe Khoury / 213-422- 7088 / jfk@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 are two locations; Hawthorne and Bell Flower. Both locations have U-Haul rental along with shipping supplies sales.



**Location:** LA County **Asking Price:** \$350,000  
**Broker:** Jim Moarez / 310-539-8300 / jim@linkbusiness.com

## Established & Profitable Hand Car Wash & C-Store

ref: LA3770

SDE: \$3,200,000  
Sales: \$1,051,000

Here is a great opportunity to own a well known and profitable car wash. It has a "C" store and a detail center. 50% of the gross is from the detail center which is the most profitable part of the business. It has a long established loyal customer base and over 130 sq ft of street frontage.



"C" store is under performing with about \$5,000 per month revenue. The property is about 290 feet deep with a total lot size of .88 acres.

**Location:** Southern California **Asking Price:** \$75,000 + Inventory  
**Broker:** Jim Moarez / 310-539-8300 / jim@linkbusiness.com

## Full Service Sign & Banner Co.- O.C.-Owner Carry

ref: LA3773

SDE: \$117,557  
Sales: \$475,736

Prime Orange County Marketing Area.

Established 1986. Known for its high level of customer service, its sign manufacturing expertise, and its quality installation solutions. Broad customer base. Official sign maker for the Orange County Grand Prix! The company enjoys high rankings in online searches. 6,000 sq ft facility with favorable lease. Highly trained and dedicated staff. Poised for expansion. Don't miss this opportunity!



**Location:** Southern California **Asking Price:** \$200,000  
**Broker:** Phil Wolfstein / 310-663-2180 / phil@linkbusiness.com

## Indoor Sports & Cultural Center in the Heart of Solano

ref: LA3789

SDE: \$210,000  
Sales: \$197,101

This indoor sports and cultural center helps children and adults stay fit and active in underserved communities all over Solano County. Its community based programs such as gymnastics, soccer, karate, basketball, fitness and yoga are all under one roof. The 25,000 sq ft facility is a welcoming and safe place for people in this community to get together, day or night.



**Location:** Solano County **Asking Price:** \$220,000  
**Broker:** Nobuko Isoda / 310-408-5980 / nobuko@linkbusiness.com

## Exclusive Men's Clothing Boutique in Palm Desert

ref: LA3797

SDE: \$82,000  
Sales: \$242,675

Well established clothing boutique in a beautiful Palm Desert, CA. Location catering to an affluent clientele with fashionable resort wear. The asking price does not include the inventory which is \$250,000.



**Location:** Palm Desert, CA **Asking Price:** \$150,000 + Inventory  
**Broker:** Phil Wolfstein / 310-663-2180 / phil@linkbusiness.com

## Busy Used Tire & Mechanic shop

ref: LA3792

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

This super busy tire / mechanic shop offers tire change, tire repair, wheel alignment, oil change, and auto repair, and got 5 stars on YELP with 165 reviews. Sales for 2015 are on track to \$400,000, with newly remodeled shop and lucrative accounts added bringing in multiple cars daily.



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

## Nail Service & Gel Nail School

ref: LA3815

SDE: \$32,000  
Sales: \$110,000

Nail learning boutique and salon in the South Bay! This business is a learning boutique of professional nail art, and also a nail salon. It is located near a wealthy residential neighborhood. There is a skilled and superior instructor teaching students from neighboring cities and overseas. The attached nail salon has many loyal customers who love nail art.



**Location:** Southern California **Asking Price:** \$85,000  
**Broker:** Nobuko Isoda / 310-408-5980 / nobuko@linkbusiness.com

## Award Winning Toy Store - Semi Absentee

ref: LA3819

SDE: \$50,000  
Sales: \$557,000

This is a nostalgic and charming award winning toy store that has been around since 1976. Located in the heart of an upscale community, they focus on high end quality toys and educational games. Part of their sales comes from their online store which can be expanded.



**Location:** LA County **Asking Price:** \$75,000 + Inventory  
**Broker:** Jim Moarez / 310-539-8300 / jim@linkbusiness.com

# Businesses for sale - LINK St. Louis

## Growing Financial Services Company For Sale ref: SL00023



SDE: \$849,269  
Sales: \$1,028,026

Turn key RIA, brokerage and insurance company in greater St. Louis area. Business features unique proprietary marketing system and systems in place and AUM over \$100 million. Opportunity for growth with motivated seller who will assist new owner in taking this business to the next level.

**Location:** St. Louis **Asking Price:** \$3,450,000  
**Broker:** Julie Pumfrey / 636-208-0753 / julie@linkbusiness.com

## Established Dry Cleaning Plant & 3 Stores ref: SL00024



SDE: Ask Broker  
Sales: \$433,409

Turn-key, family owned business in central Illinois with 15,000 sq ft plant on approx. three fenced acres in prime location. Operation includes three store fronts, three huge vaults, and three delivery vans. Dry cleaning, laundry and furrier services offered. The cleaning plant utilizes a hydrocarbon system that is non-toxic and non-polluting. Owner is retiring.

**Location:** Illinois **Asking Price:** \$2,200,000  
**Broker:** Joe Czmarko / 314-402-0568 / joe@linkbusiness.com

## Automatic Wildfire Sprinkler System Business ref: SL00020



SDE: Ask Broker  
Sales: Ask Broker

The Automatic Wildfire Sprinkler System is an early fire detection, automated wildfire protection system.

This self-contained wildfire defense system detects a fire, determines its threat and notifies all designated personnel. Sensors then activate an aqueous foam distribution system that will spray coat the protected area buildings, landscaping and trees automatically before the fire arrives with no human interaction required.

**Location:** RELOCATABLE / St. Louis, Missouri  
**Asking Price:** \$1,500,000  
**Broker:** Joe Czmarko / 314-402-0568 / joe@linkbusiness.com

## Museum of Fire Fighting Toys and Memorabilia ref: SL00019

SDE: Ask Broker  
Sales: Ask Broker

The Fire Fighting Toy and Fire Museum contents are for sale. This is an opportunity to rent/sale memorabilia to theme parks and tourist attractions that are 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 and fire fighting related memorabilia.



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

## Home Improvement Franchise in Prime Location ref: SL00017

SDE: \$85,485  
Sales: \$688,138

Are you interested in the lucrative home improvement industry? Nationally recognized, widely known, and award winning franchise seeking new owner to take business to next level. This is a well-established, turnkey operation, active in the St. Louis area for over 25 years. No experience necessary as this business is easy to learn. Ideally located in greater St. Louis area.



**Location:** St. Louis **Asking Price:** \$249,000  
**Broker:** Julie Pumfrey / 636-208-0753 / julie@linkbusiness.com

## Self-Contained, Automated Retail Convenience Store ref: SL00009

SDE: \$100,000 projected  
Sales: Ask Broker



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, providing complete revenue accountability and eliminating unnecessary store visits, making certain owner knows the right products and quantities for needed for restocking. Simple system ensures maximized profit potential and consumer satisfaction.

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

## Pet Cooler Carrier Manufacturing Business For Sale ref: SL00018

SDE: Ask Broker  
Sales: Ask Broker



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:** RELOCATABLE / St. Louis  
**Asking Price:** \$650,000 : \$100,000 Down Payment Seller Financing \$550,000  
**Broker:** Joe Czmarko / 314-402-0568 / joe@linkbusiness.com

## Established Sub Sandwich Shop Priced at \$150,000 ref: SL00040

SDE: Ask Broker  
Sales: \$213,344



This established sub shop, located in a Suburban St. Louis strip mall with plenty of parking is a Turn-Key opportunity that has been in business for 3 years. It has a rustic décor of booths and table seating with personalized wall decorations that gives this shop that custom look rather than a stylized chain look.

**Location:** Greater St. Louis **Asking Price:** \$150,000  
**Broker:** Joe Czmarko / 314-402-0568 / joe@linkbusiness.com

## Seller Financed Machine Shop ref: SL00003

SDE: Ask Broker  
Sales: \$146,429



Established shop continues to sub-contract for major shops as retiring owner accepts only a limited number of jobs. Sub-contracting revenue for 2014 grew 40% over 2013 with owner turning down work.

The business has an outstanding work history servicing aerospace, automotive, and pharmaceutical industries working in a wide range of materials: Aluminum, titanium, stainless steel and plastic molding.

**Location:** RELOCATABLE / St. Louis, Missouri  
**Asking Price:** \$490,000 : \$100,000 Down Payment Seller Financing \$390,000  
**Broker:** Joe Czmarko / 314-402-0568 / joe@linkbusiness.com

## Medical Staffing Business for Sale ref: SL00007

SDE: \$67,391  
Sales: \$80,620



Buy a job making over \$65,000 per year in a growing industry forecasted to increase 24% in the next 8 years. Potential for growth with a local, involved owner. Franchise is one of the most successful medical staffing companies in the US. Pre-approved for SBA financing or seller will finance the deal.

**Location:** Ft. Wayne, IN **Asking Price:** \$130,000  
**Broker:** Julie Pumfrey / 636-208-0753 / julie@linkbusiness.com

## Children's Sports and Fitness Franchise for Sale ref: SL00022

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



Are you passionate about children and interested in improving their health and fostering a love for physical activity? This established franchise needs a new owner ASAP due to health concerns of current owner. 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 **Asking Price:** \$64,900  
**Broker:** Julie Pumfrey / 636-208-0753 / julie@linkbusiness.com

## Food Franchise Priced at \$70,000 ref: SL00025

SDE: Ask Broker  
Sales: \$135,585



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

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

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

## Art Business with Seller Financing ref: SL00001

SDE: Ask Broker  
Sales: Ask Broker



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:** RELOCATABLE / St. Louis, Missouri  
**Asking Price:** \$300,000 : \$75,000 Down Payment Seller Financing \$225,000  
**Broker:** Joe Czmarko / 314-402-0568 / joe@linkbusiness.com

# Businesses for sale - LINK San Diego

## 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, confectionery, 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

## 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:** Los Angeles **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. This company is scalable on a global scale and has the technology but needs the capital to build a sales and marketing team to capture the revenues that this technology demands.

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

## Highly Profitable Ambulance Company

ref: SD0029

SDE: \$1,045,114  
Sales: \$2,945,967

Seller's Discretionary Earnings through August 2015 were over \$1,000,000, 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. This ambulance company is uniquely positioned both geographically and in the BLS competitive landscape for growth. The value proposition presented today reflects a debt free company, a significant client base, strong financial assets, state-of-the-art medical equipment, over 10 ambulances, over 30 employees, and a depth of leadership and talent within the company. This ambulance company has had increasing revenues and profits for the past three years with 2015 tracking to be the best year



in the history of the company with continued room for growth. 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

## Master Franchise Opportunity - Pet Industry

ref: SD0031

SDE: \$570,457  
Sales: \$974,320

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

# Businesses for sale - LINK San Diego

## Profitable Franchise Staffing Company

ref: SD00025



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

Well established and leading franchise staffing company is now available. This staffing company services finance, accounting, clerical, administrative, customer service, and manufacturing. Seller's Discretionary earnings for 2014 were \$348,029. Owner works fulltime 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:** San Diego **Asking Price:** \$1,000,000  
**Broker:** Adam Gilman / 858-449-9996 / adam@linkbusiness.com

## Amazing Burger Concept Expanding Worldwide

ref: SD0018

SDE: \$0  
Sales: \$0

Amazing opportunity to own your own Juicy Burgers Restaurant! Juicy Burgers has made waves in Los Angeles, been written up in several food magazines, and has been quoted as the "best late night burger in Hollywood". You receive all of the support of a franchise without paying any royalty fees! Break in to the fast casual market with Juicy Burgers today!



**Location:** San Diego **Asking Price:** \$35,000  
**Broker:** Adam Gilman / 858-449-9996 / adam@linkbusiness.com

## Turn Key Indian Restaurant

ref: SD00027

SDE: \$0  
Sales: \$0

Indian restaurant in San Diego featuring a great location with excellent lease terms. 3850 sq ft, with almost 10 years remaining on the lease. This is a turn key opportunity!



**Location:** San Diego **Asking Price:** \$120,000  
**Broker:** Adam Gilman / 858-449-9996 / adam@linkbusiness.com

## Successful Los Angeles Physical Therapy Practice

ref: SD0010

SDE: \$186,477  
Sales: \$424,662

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. The Seller's Discretionary Earnings for 2014 were \$186,477.



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

## Boutique Shoe Store in Great Hillcrest Location

ref: SD0011

SDE: \$0  
Sales: \$300,000

Iconic shoe store located in Hillcrest, CA. An A+ location with great visibility and high foot traffic. Retail store carries lifestyle boutique brands for both men and women. \$50-\$100 average price-point with some high end brands selling for up to \$250. Opportunity to expand the sales by adding some formal/business brands as well as children's shoes. Absentee ownership. Sales price includes \$75,000 in inventory.



**Location:** San Diego **Asking Price:** \$110,000  
**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 **Asking Price:** \$195,000  
**Broker:** Adam Gilman / 858-449-9996 / adam@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

## Profitable North County Hair Salon

ref: SD00020

SDE: \$103,609  
Sales: \$167,977



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. Approximately 1,500 sq ft, 12 stations. Monthly rent is \$2200/month. Seller's Discretionary Earnings for the past 12 months is \$103,608.51. Great for an owner/operator or absentee owner. Seller is willing to finance part of the purchase price!

**Location:** San Diego **Asking Price:** \$210,000  
**Broker:** Adam Gilman / 858-449-9996 / adam@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

## 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 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 in the neighborhood, this highly visible cafe has significant pedestrian and drive-by traffic morning, noon, and night. This urban indoor outdoor cafe boosts a vibrant and welcoming atmosphere. After a great run in the business, the owner is looking to retire. Perfect for an owner operator/entrepreneur or restaurant group that wants a well-established and high profit margin business.

**Location:** San Diego **Asking Price:** \$549,000  
**Broker:** Adam Gilman / 858-344-2650 / adam@linkbusiness.com

## Yacht Apparel & Accessories E-Commerce Business

ref: SD00023



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

Turnkey 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:** Orange County **Asking Price:** \$350,000  
**Broker:** Tom Burns / 949-280-4272 / tom@linkbusiness.com

## Well Established Indian Restaurant

ref: SD00016

SDE: \$0  
Sales: \$150,000



Family owned and operated Indian restaurant located in a busy shopping center in San Diego. This long established restaurant has been operating since the mid 1980s. Restaurant is 1566 sq ft and seats 40+ with low rent of \$2,932 (including NNN). Restaurant has a beer and wine license and offers delivery and catering services. All furniture fixtures and equipment are in good condition.

**Location:** San Diego **Asking Price:** \$85,000  
**Broker:** Adam Gilman / 858-449-9996 / adam@linkbusiness.com

## North County Beach Pizzeria

ref: SD0019

SDE: \$0  
Sales: \$458,196



Pizzeria for sale in high profile North County beach location! Gross revenues were \$458,196 for 2014. All furniture, fixtures and equipment are in excellent condition. The restaurant is approximately 1,485 sq ft. Restaurant has a beer and wine license and current menu includes pizza, pasta and salads. Great opportunity for an owner operator as the current owner only works 23 hours a week.

**Location:** San Diego **Asking Price:** \$115,000  
**Broker:** Adam Gilman / 858-449-9996 / adam@linkbusiness.com

# Businesses for sale - LINK San Diego

## Richly Appointed Hair Salon & Blow Dry Lounge 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. The salon is located in an eclectic shopping and restaurant district with heavy foot traffic. Local client database of over 2300 names included, with a state of the art software. Brand new, imported furniture, high end fixtures, equipment and inventory included in sale. Potential for up to service 7 stations. The salon is approximately 700 sq ft with an undervalued lease. All utilities, cleaning, and valet parking agreement included in lease agreement. Great growth potential!

**Location:** Southern California **Asking Price:** \$99,000  
**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 the history of San Francisco is now available! The bar is approximately 3,200 sq ft, has a type 48 full liquor license, excellent lease terms, and has local and national name recognition. The location is outstanding with some of the highest drive-by traffic and pedestrian counts in San Francisco. This location has excellent signage and visibility. With countless newspaper articles, media attention, and many years of being in business there is no lack of exposure for this booming bar. This is a rare opportunity for a new owner operator, an established restaurant/bar group or an entrepreneur that wants own a bar in a premiere location in San Francisco.

**Location:** Northern California **Asking Price:** \$800,000  
**Broker:** Adam Gilman / 858-344-2650 / adam@linkbusiness.com



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## More Businesses Listed, More Buyers Reached, **MORE BUSINESSES SOLD**



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## Well Established Profitable RV/Bus/Truck Repair and Parts

ref: PH0007



SDE: \$273,400

Sales: \$2,023,300

10 bay established truck parts and service business in prime location.

Are you looking for an amazing opportunity to purchase an independent truck parts and service center with average sales of \$1,867,000 over the past four years? Sales continue to grow: reaching \$2,023,371 in 2014, a 7.3% increase over 2013, and are realizing a further increase of 11% through the 1st quarter of 2015. This highly profitable business generates over \$250,000 in cash flow, affording an owner/operator an outstanding salary after debt service. This business has 20+ years of goodwill, excellent reputation for customer service and long-term clientele. The business comes complete with 10 large bays, specialized alignment equipment, 8 large inventory storage trailers, and spacious lot for large vehicle and trailer storage.

An over-the-counter parts department is also in place for sales and service. The company has exclusive distribution rights with more than 15 key vendors providing the company long-term relationships to control costs and manage margins and services a wide variety of customers and vehicles to include medium size trucks, school buses,

motor homes and trailers. Experienced employees will support an entrepreneurial new owner who wishes to further grow the business. The seller will provide training and support during the transition period.

With a great reputation for quality, convenience and trusted service, this business offers a buyer a unique opportunity to control your own destiny and realize your dreams of owning a respected business in the community. The seller has decided to retire and sell the Business to an energetic entrepreneur who wishes to continue the tradition of excellent service and reap the potential to further grow the operation to the next level.

Business occupies 2.061 acres and 6000+ sq ft of leased facilities. It has 10 large service bays which are 40 feet deep. Equipment used in the business conservatively valued at \$46,482 is included in the price of the business.

\$400,000 in inventory included, adjusted at closing.

**SOLD**

**Location:** Phoenix **Asking Price:** \$1,100,000

**Broker:** Lisa Riley / 480-686-8062 / lisa@linkbusiness.com

# Businesses for sale - LINK Phoenix

## Beautiful Yoga Studio for Sale in AZ

ref: PH0002

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

Dreamed of owning your own yoga studio? Sports flooring; hot yoga available due to ARES custom heating unit & humidifier; men & women's dressing rooms with showers; near major freeway; spacious and gracious. 5+ years in business with steady drop-in, monthly and yearly memberships. Minimal marketing in past. 5 teachers, significant storage, washer/dryer, plus a bonus room for a massage therapist or a large office.



**Location:** Maricopa County **Asking Price:** \$125,000  
**Broker:** Lisa Riley / 480-686-8062 / lisa@linkbusiness.com

## Unique Girls Retail Boutique & Party Experience

ref: PH0009

SDE: \$63,900  
Sales: \$331,800

Have a daughter? Grow your business as you mix and mingle with parents in your daily activities.

As a FT owner operator, earnings in the past have exceeded six figures. Potential franchise opportunity.

With a great reputation for quality, trusted service, this business offers a buyer a unique opportunity to control your own destiny.



**Location:** Maricopa County **Asking Price:** \$169,000  
**Broker:** Lisa Riley / 480-686-8062 / lisa@linkbusiness.com

## Profitable Small Entertainment Business

ref: PH0009

SDE: \$34,000  
Sales: \$66,600

Are you looking for a fun, functional and entertaining business or expand your company into a second or third location? Do you enjoy assisting others to create beautiful weddings and party memories? This growing business has recently moved from home to leased office space and hired part time employees. 7 years of goodwill; excellent reputation; highly satisfied customers.



**Location:** Maricopa County **Asking Price:** \$64,000  
**Broker:** Lisa Riley / 480-686-8062 / lisa@linkbusiness.com

## Sandwich Franchise Business in Phoenix AZ

ref: PH0011

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

Franchise sandwich retail in desirable location. Semi absentee run NEEDS FT owner operator. Profitable franchise sandwich business. Turnkey operation, perfect for someone who seeks simple franchise processes.

Recently remodeled. New equipment. Loyal customers. Seller carryback.

Growth trend doubles earnings from 2014 to 2015. Highly motivated seller. Perfect for family business.



**Location:** East Valley **Asking Price:** \$90,000  
**Broker:** Lisa Riley / 480-686-8062 / lisa@linkbusiness.com

## B2B Apple Managed Service Provider / Google Apps Resellers

ref: PH0004

SDE: \$88,800  
Sales: \$235,350

This profitable business allows a strategic PC IT company buyer the perfect opportunity to move quickly into the Mac Service market with \$85,000+ cash flow. Well established with 8 years of goodwill, excellent reputation for customer service, and long-term clientele. Current contracts worth \$130,000+ auto-renew with employees do day to day work; owner enjoys



**SOLD**

**Location:** Maricopa County **Asking Price:** \$175,000  
**Broker:** Lisa Riley / 480-686-8062 / lisa@linkbusiness.com

## Motorcycle Gear & Accessories For Sale in AZ

ref: PH0012

SDE: \$100,000  
Sales: \$427,000

- Are you looking for an amazing opportunity to build a fun and energetic business?
- Do you love all things motorcycle?
- Do you ride and are looking for a new opportunity?

Grow as you mix and mingle with others who share your love of the road. Seller willing to carry. Excellent rent at below market (\$2500/month for 3000 sq ft) rate in great location with both destination and walk-in traffic.

2015 monthly sales are increasing. Projected 2015 cash flow for an owner operator is \$100,000+.

Inventory not included - typically \$175,000 - \$250,000.

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 in beautiful AZ.



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

## Music Retail and Lesson Studios

ref: PH0010

SDE: \$80,200  
Sales: \$427,000

Do you have a true passion for music? Do you enjoy bringing fun and enjoyment to musicians of all ages, abilities, and genres?

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 in beautiful AZ. Perfect for family business.



**Location:** Greater Phoenix Metro **Asking Price:** \$170,000  
**Broker:** Lisa Riley / 480-686-8062 / lisa@linkbusiness.com

# Be Part of the **Most Innovative** and **Fastest Growing** International Business Brokering Franchise

## **Business Brokerage Franchise Opportunities Available**



When considering becoming a LINK Franchisee, what's more important than the growth we are achieving, is why we are achieving it. The answer, like most things that matter, is quite simple.

Having started in 1996, we have taken an industry that has been fragmented, unloved and under-resourced and have re-energized and re-engineered it with;

- World-class IT systems (that are very easy to use)
- Completely cloud based IT with strong support
- Unique online business valuation tool
- Easy to use legal contract forms
- Sharp, meaningful marketing tools
- Unique broker tools, policies and procedures
- Face to face training for new and experienced
- Online training academy for new and experienced
- International network of brokers
- Recognition and award programs
- Powerful branding and business support

We have built our business to propel new business brokerages to a significantly higher level. We provide you with tools, resources and support that have cost us many millions of dollars to create and are realistically unfeasible for independent operators to compete.

An individual that becomes a LINK Franchisee will instantly have access to a system that will make them more competitive in any market place and set the barriers to entry at a staggering level for newcomers. LINK Franchisees also enjoy exceptional retention rates and recruitment of brokers due to our powerful offering.

The bottom line; we deliver a proven system to increase both the performance and the profit for shareholders of business brokerages. Our growth across the United States is another big step on our journey to be the world's greatest brokerage group. If you meet our criteria, we would love to have you on the journey with us.

Should you have further questions or if you would like to apply for a LINK Franchise please contact us for a face to face meeting at our United States Head Office. [linkbusiness.com](http://linkbusiness.com)



Contact Ron Hottes, Partner of LINK United States  
844-840-5600 [ron@linkbusiness.com](mailto:ron@linkbusiness.com)

# How much is your business worth?

\$   ,    ,



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.**



The authority on selling businesses

**844-840-5600** [linkbusiness.com](http://linkbusiness.com)