

Businessbroker

The authority on buying and selling businesses

UNITED STATES EDITION, SEPTEMBER - DECEMBER 2016

Are You an Entrepreneur or a Franchisee?

Selling a Business? LINK Offers Tips to get the Most Out of the Sale



5 Ways to Grow Your Business to Maximize the Purchase Price Value

Buying a Business? Do Your Homework

Ever Consider Becoming a Business Broker?

Why both Restaurant Buyers and Sellers should use a Business Broker

100⁺

Businesses for sale PLUS 100s more at linkbusiness.com



LINK

The authority on selling businesses

Benefits of Using a LINK Business Broker

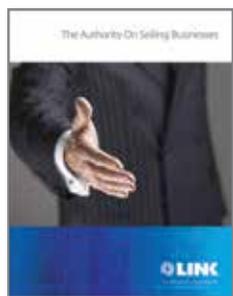


*"We know how to create and roll out an effective, tailor made marketing strategy for your business. By marketing widely we will increase the possibility of multiple offers and attain the best price for your business. We have the biggest reach. We are the fastest growing business brokerage – nationally and internationally, including **New Zealand, South Africa, Australia** and the **Philippines**. 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 Department 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.

"39 Offices in 5 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.



LINK's Marketing Material

The industries finest!



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

"The authority on selling businesses"

table of contents



04

Welcome from Ron Hottes.
Principal of LINK United States.



05

Are you an Entrepreneur or a Franchisee?



06

5 Ways to Grow Your Business to Maximize the Purchase Price Value.
By Lisa Riley



07

Buying a Business? Do Your Homework. By Ron Hottes



08

Ever Consider Becoming a Business Broker?



09

Why both Restaurant Buyers and Sellers should use a Business Broker.
By Brennan Gielser & Chrystal Derkach



10

Selling a Business? LINK Offers Tips to get the Most Out of the Sale.
By Ron Hottes



11

Business Opportunities

- pg 12 LINK Los Angeles
- pg 21 LINK St. Louis
- pg 23 LINK San Diego
- pg 28 LINK Phoenix
- pg 30 LINK Dallas
- Pg 31 LINK Raleigh

Businessbroker

The authority on buying and selling businesses

EDITOR

Dawn Buboltz - LINK USA Head Office

DESIGNER

Carla Watson

CONTRIBUTORS

Ron Hottes, Lisa Riley, Brennan Gielser, Chrystal Derkach

ADVERTISING

If you wish to advertise in this magazine please contact Dawn Buboltz - Vice President of Operations 844-840-5600 or dawn@linkbusiness.com

HEAD OFFICE CONTACT DETAILS

LINK Business Franchising

Level 1, 401 Great South Road, Ellerslie, Auckland 1061, New Zealand. O: +64 9 555 6007

LINK USA Head Office

3711 Long Beach Blvd., Suite 900
Long Beach, CA 90807
O: 844-840-5600 F: (310) 856-0240

LINK UNITED STATES - linkbusiness.com

LINK NEW ZEALAND - linkbusiness.co.nz

LINK SOUTH AFRICA - linkbusiness.co.za

LINK AUSTRALIA - linkbusiness.com.au

LINK PHILIPPINES - linkbusiness.ph

Business Broker Magazine is published by Link Business Franchising Ltd.

Some images shown are for illustration purposes only and are not necessarily examples of the business' products or services.

DISCLAIMER

The contents of Business Broker are copyright of Link Business Franchising Ltd. Any reproduction without prior permission is strictly prohibited. Although information in Business Broker has been derived from sources believed to be reliable and accurate, no liability is accepted for any opinions expressed or for any error or omissions. This includes material which may be inserted into the publication.



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.

A LINK Broker, a Miracle Worker?

Take a look at the minor miracles LINK brokers perform every day in selling small businesses. LINK brokers don't walk on water, but sometimes it seems they come close.

Twelve miraculous things successful LINK brokers do...

1. A successful LINK broker commits his or her time to selling a risky and dynamic assets comprised mainly of intangibles, held by an emotional owner, knowing that it will take 7 months on average to sell; then completes the sale and meets the client's price expectations 80% of the time. Only a LINK broker appreciates how much faith that takes.
2. A LINK broker sells jobs. Few people on this Earth have any idea that you can buy a job, and even fewer would ever consider paying for one. Yet LINK brokers sell jobs every day.
3. A LINK broker performs all the sales and marketing functions of an executive recruiter; but the LINK broker also asks the candidate to put their life savings at risk to take the position offered, and then has to orchestrate a far more complex transaction to reach pay day. Recruiters must think business brokers perform miracles, or are just plain nuts.
4. A LINK broker regularly sells businesses where the entire management team is replaced in the transaction. Pretty miraculous when you think about it.
5. A LINK broker sells businesses for net cash flow multiples that are considered excessive by qualified investors. Consider the example of a business earnings \$150K in Seller's Discretionary Earnings that has EBITDA of say \$25K (after replacement compensation for the owner of \$125K). A LINK broker might sell that business for \$500K (including net working capital) --- that's 20X EBITDA. A Miracle!
6. On top of that, the small amount of EBITDA that a LINK broker has to work with usually isn't discernable on an income statement because it is buried in the owner's personal expenses. Talk about having faith.
7. Unlike investment bankers, a LINK broker rarely sells a business with audited or even reviewed financials. All in a day's work for a LINK broker.
8. The amount of training, experience and effort required to succeed in business brokerage is immense. A single LINK broker often performs the services of an entire investment banking team, for a small fraction of the compensation. And a LINK broker's clients are far less likely to have competent legal, tax and financial advisors helping out. Sinful, but it's hard to fight the economics of small deal making.
9. LINK brokers operate in a highly regulated and litigious country, and a business climate generally regarded as business-hostile. Our forms and our policies doing a fantastic job of avoiding legal problems.
10. A LINK broker performs all the functions of a commercial real estate broker, with many added challenges. They can't erect a sign or identify the business. They have to screen buyers before supplying confidential information; and to enable a deal, they have to get the buyer and seller to like and trust each other. These are just a few of the extra hurdles. Commercial RE brokers also think LINK brokers are nuts.
11. In order to competently advise a seller, a successful LINK broker invests many hours to adequately understand the financial performance, prospects and risks, value, marketability and transferability of a business. Since two-thirds of those business owners decide not to sell, unless you're charging valuation fees, this amounts to a lot of charity work!
12. Speaking of selling, to reach a pay day, a business broker has to "sell" lots of people. To get an assignment they sell themselves, your firm, and their opinion of value and a marketing plan to the business owner and their spouse, any shareholders, and their CPA, attorney and financial advisors (who may have hidden agendas, misconceptions, and conflicts of interest). Then he has to sell the business to the buyer and their spouse, investors, bank, their CPA, attorney and financial advisors. Then he usually has to sell the buyer to at least one bank and a landlord; and often one or more key employees, vendors, customers or regulatory agencies. That's a lot of selling in anyone's book.

Sincerely,

Ron Hottes

Principal

LINK United States

Are you an Entrepreneur or a Franchisee?



Before you elect to purchase a business, take a long hard look in the mirror and answer this question: Are you an entrepreneur or a franchisee?

Attributes of the Entrepreneur versus Attributes of the Franchisee

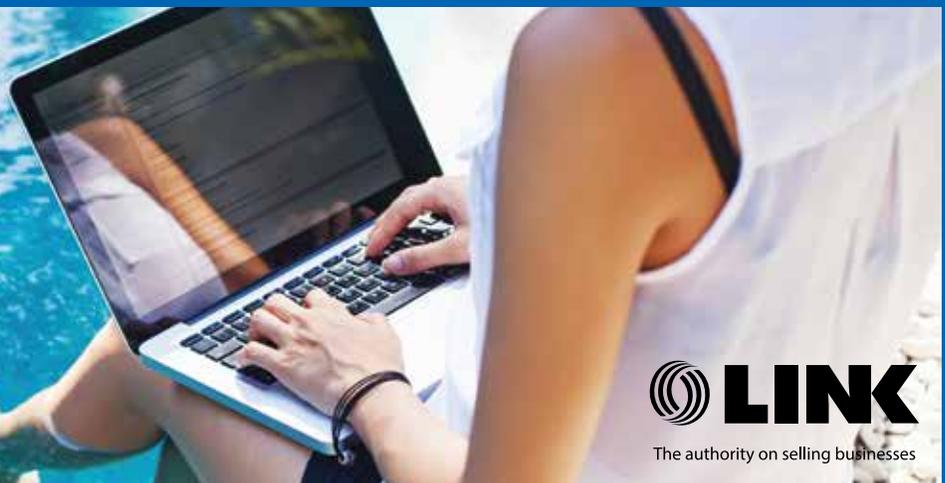
- An entrepreneur is very courageous, a franchisee more cautious
- An entrepreneur is highly independent, a franchisee more open to guidance.
- An entrepreneur is a visionary, a franchisee more methodical.
- An entrepreneur accepts higher risks than a franchisee
- An entrepreneur is normally somewhat of a loner, a franchisee more readily interacts with the franchisor and fellow franchisees.

When you have chosen a business that seems ideal, ask yourself the following questions:

1. Why you chose the business you are purchasing;
2. Why you are confident it is the best choice for you;
3. That you did not choose it just to satisfy your ego;
4. That you did not choose it just because it was glamorous;
5. That someone else did not talk you into it; and
6. That you really are prepared for the bad days and the hard work that come with every new venture.

When you know you've chosen the right business for the right reasons, you are ready to set out on what could be the most rewarding venture of your life!

**DON'T MISS OUT
BECAUSE YOU ARE
GOING OUT. REGISTER
FOR LINK EMAIL
ALERTS**



Register Today for Email Alerts

It takes only 30 seconds to register! Don't miss out on your opportunity.

We can email you when a business that suits your criteria becomes available for sale.

Visit linkbusiness.com to register

5 Ways to Grow Your Business to Maximize the Purchase Price Value



In order to maximize the value or the amount you keep in your pocket when you decide to leave or sell your business, you can

- Start a business or
- Buy a nice small business, build it up, pay off loans, and sell.

Set up a business from the beginning (or now) to maximize sales value by following the:

5 Maintain Good Financial Books and Records

- Keep your personal and business funds separate. Yes, for small business owners starting out funds may be indistinct. As soon as possible, keep separate books.
- Make sure your accounting policies conform with those in your industry.
- Enlist your accountant and attorney to determine which entity type is best for your business and your future plans.

4 Diminish or Remove Unreported Cash, Perks

- Report cash (e.g., no \$10,000 'cash' bonus in your pocket).
- Identify and limit or remove non-essential business expenses (e.g., additional \$10,000 for family vacation to Fiji counted as business expense)
- Why: \$10k off the bottom line is a potential reduction of purchase price by 2 or 3 times that amount.

3 Keep Investing in the Business...

- ...as if you were going to keep running it yourself. If buying new equipment, make sure that it increases revenue and would increase the value of the business. Buyers will consider the level of debt and the quality of assets, particularly in manufacturing operations.
- Acquire another small business to create some synergies and increase value... equity being value.
- Review leased and financed assets to see whether they should be fully owned.
- Debt is not bad. Too much debt or unmanageable debt is!

2 Make Sure the Business is Financeable

- Seller financing indicates to buyers and bankers that seller believes the buyer can continue and grow the business. Additionally, MAXIMUM value is achieved (always a cash discount).

1 Work Yourself out of a Job

- Make sure you are NOT critical to the business.
- If your company's success is not solely dependent on your input in terms of operational know-how, technical skill or personal relationships with clients or suppliers, then VALUE is greater.
- It is helpful to have a reliable management team to demonstrate that the business will continue to be successful once the owner has left.

In sum, to get the greatest value when you decide to sell your business:

- ▷ make sure you know your financials,
- ▷ do not commingle funds,
- ▷ invest (reasonably) in your business,
- ▷ provide financing or have a SBAable business, and
- ▷ become dispensable to your business's success.



Lisa Riley - Principal at LINK Phoenix

O: 480-686-8062 **M:** 480-302-0799

E: lisa@linkbusiness.com

W: linkbusiness.com

Lisa Riley is the Principal of LINK Phoenix and the current Chair of the Arizona Business Brokers Association and Board Member of International Business Broker Association (IBBA). She has earned her doctorate and certifications from the

Arizona Business Brokers Association (Certified Business Broker-CBB) and the International Business Brokers Association (Certified Business Intermediary-CBI). With a focus on linking buyers and sellers, she utilizes her expertise to provide solutions to problems and simplifies the transaction process.



Buying a Business? Do Your Homework

What to Ask When Buying a Business

You are ready to buy a business – but have you done your homework? “You wouldn’t rush into buying a house without having it inspected,” stated Ron Hottes, president of and president of LINK Business. “The same goes for buying a business. Don’t rush into it without making sure you have all of your questions answered.”

Hottes says that working with experts in the business brokerage field will help you cover your bases. “A certified business broker can make sure you are not only getting the answers you need, but that you are asking the right questions to make a sound decision.” Hottes stated.

Hottes suggests inspiring entrepreneurs ask several questions when purchasing a business:

- Do you understand the business? More to the point, do you understand how the business makes its money and how it spends money to pay the expenses? Do you understand the seller and his/her management style? Can you emulate the seller? Most business acquisitions that fail, fail because the buyer goes in and starts making wholesale changes. To insure your success you will need to emulate that seller until you fully understand the business before making any changes.
- Why is the seller selling? Be sure that the answers you hear are reasonable and consistent with what a seller is telling you. If a seller says they are selling because of boredom and sales have been declining, you might want to investigate a little further and make sure there isn’t something else to be concerned about.

- What is the business worth? Your broker should have recast the earnings to show the seller’s discretionary earnings and with this information you and your broker can do a quick cash flow analysis to come up with a fair price for the business.
- Have there been any major issues with employees and/or customers? Knowing how the employees and customers perceive a company will give you insight into the probability of the company’s success in the future. Knowing this information is important because it gives you an honest look at what you will be walking into as the new owner.

A certified business broker can be a valuable partner in facilitating the buying process. “No business will be perfect,” Hottes stated. “The important thing is to find a business that best meshes with your skills and expectations you set. The talent, knowledge and new ideas you bring will enhance your new business.”



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 310-436-3800 or ron@linkbusiness.com

Ever Consider Becoming a Business Broker?

Currently there are over 27 million privately held businesses in America. Approximately 20% of these businesses are for sale at any one time. These business owners are selling for human reasons - retirement, health problems, partnership splits, divorce, or simple "burn-out". Similar to the Real Estate Industry, Business Brokers list and sell these businesses for a fee.

Unlike the real estate business, when a business owner decides to sell, they are concerned about their legacy, the future security of their employees, serving their customers and even the relationships with their suppliers. They are also concerned about the price they can get for their business and they want the sale to be confidential. The use of a professional LINK Broker eliminates these concerns for the seller. The LINK Broker can market the business to the widest possible market in a professional and confidential manner. LINK is a full service business brokerage firm, capable of handling any size or type of a privately held business.

As large corporate businesses "downsize," "re-engineer" and "rightsize", thousands of potential small business buyers are entering the market. For these potential buyers, jobs are scarce and the future is uncertain. These buyers have two basic options, start a new business or buy an existing business or franchise. New business start-ups have a historically high failure rate, making the purchase of an existing business a much more prudent way to secure their future. Being a LINK broker, you have access to a large inventory of businesses for sale. Our size, our experience and our LINK network also enable us to sell larger businesses to buyers who have the financial resources to purchase such a business. The success fee charged is typically 10%, with a minimum of \$15,000.

LINK brokers come from all backgrounds and experiences. Look at the resumes of those in our offices under "Contact Us" on our web site: linkbusiness.com. In most states a real estate license is required to be a business broker. If you have the interest, the financial skills and the willingness to work hard and succeed, we can train you to be a successful business broker.

The need for honest, hard working, knowledgeable and professional business brokers has never been greater. Being a Business Broker is an executive opportunity with unlimited potential. As a professional business broker, you will be dealing with the chief executive officers and the potential chief executive officers of privately owned businesses from all over the world. You will be building a business founded on LINK's reputation for quality professional service. Your earning power is virtually unlimited! As America better understands small businesses and the opportunity of working for yourself, the need for honest, professional business brokerage services has never been greater.

At LINK, we offer name recognition, quality of service and professionalism. Our training programs, our procedures and our forms are excellent and available free of charge to any brokers hired by our firm. The training programs are taught by Ron Hottes, an experienced broker who owns one of the largest and most successful business brokerage offices in the world.

LINK Success Stories



I owned three retail locations of Conroy's 1-800-flowers in Southern California. In 2006, I sold one of them through a Business Broker and the other two by myself after I learned the selling process. That is also when I got the inspiration to become a Business Broker. Starting in 2007 until now, I have been either the Top producer or the Broker of the year or both every year. If you are willing to work 40 hours a week, LINK has Business Broker tools and support for you to be very successful in the industry which has virtually no competition and has an unlimited source of sellers and buyers.

Ved Sajnani

Business Broker at LINK Los Angeles
E: ved@linkbusiness.com



I am a serial entrepreneur with an extensive background in restaurants and commercial real estate. In 2000, I was selling one of my restaurants and came across my first business broker. The fee the broker was charging me captured my attention. At that time I was looking for a business that consolidated my experience and found business brokerage to be a great fit for my entrepreneurial spirit. In 2014 I discovered LINK. I was so impressed with the training, marketing materials, and franchiser support that I bought the LINK Franchise for San Diego and have never looked back.

Adam Gilman

Business Broker at LINK San Diego
E: adam@linkbusiness.com



Why Both Restaurant Buyers and Sellers Should Use a Business Broker

Even though I had been in real estate for 15 years plus my 18 years of restaurant experience, I initially did not appreciate the benefits of business brokerage. While I was in real estate I would receive listing calls from clients who decided to close their restaurant by first letting their staff go, then they would sell off their kitchen equipment and point of sale systems for pennies on the dollar; give their liquor away; and then they come to me asking me to sell their empty building. Next the difficulties of selling an empty shell plus the hardships on the new buyer happen when that buyer purchases/leases the property and starts paying the note/lease coupled with months of a labor intensive build-out without revenues.

The benefits of buying an existing restaurant are vast. First, having a trained staff in place is a great start. The knowledge they have acquired can prove to be very rewarding. Training costs can vary, depending on several aspects, but can be in the thousands of dollars. This expense is sometimes overlooked when creating a business plan. In the restaurant industry the turnover rate in the first year of opening is approximately 75%. That number steadily decreases as the restaurant gains goodwill within the community. An established crew knows the expectations of the existing clientele and will retain their loyalty while you expand and grow your business. Trust is another priceless benefit of opening an existing restaurant. A trustworthy staff works together as a team. This creates fewer mistakes, less theft, accountability, and camaraderie that can be felt by your guests. The financial costs of training, time and building relationships are all important things to think about when starting any business. With a turn-key purchase these stresses are all minimized allowing you to focus on growth rather than development.

Such things as figuring out what kind of operating system or point-of-sale system one would use as well as the time that it takes to get it operational and running smoothly again can be overlooked. Determining what products to carry (i.e. liquor, food, beer, and wine) and knowing what products interest one's clientele. Furthermore, which distributors to utilize, and not letting them sell you everything, especially those that you don't need. Often is the case where the seller auctions off the kitchen equipment for pennies on the dollar, but in

order to make the establishment whole again the new buyer's costs increase exponentially. Making sure kitchen equipment, glassware, plates, and utensils fit the needs of the menu and business plan can be both time and financially draining.

Other new business requirements include building inspection, re-inspection, permits, licenses, and restrictive covenants are all drawbacks to a build out from scratch. The liquor licenses acquisition alone takes a minimum of 45 days if not contested by the surrounding community. An existing business that already fits the conforming use is generally not as troublesome. Business brokers sell the business assets along with goodwill that has been earned. Goodwill is the quantifiable asset established within the community by the existing business. This value of goodwill includes reputation, existing clientele, knowledgeable trustworthy staff, support within the community and atmosphere. Many people don't realize the benefits of preserving goodwill during the sale of the business.

Business Brokerage insures confidentially while business is on the market and operational so the staff and customers are not aware of the sale of the business.

The bottom line, always sell or buy a restaurant through a business broker.



Brennan Giesler
Business Broker at LINK St Louis
M: (314) 487-0005
E: brennan@linkbusiness.com

Chrystal Derkach
Business Broker at LINK St Louis
M: (314) 487-0005
E: chrystal@linkbusiness.com

Brennan Giesler and Chrystal Derkach collectively have over 33 years experience in the hospitality industry, managing restaurants and bars of all types and sizes. They also have experience opening and closing bars and restaurants as well as consulting with them to improve efficiency and profitability. Additionally, Brennan has 15 years experience in the real estate industry and opened his own real estate company in 2009. So, whether you are an experienced bar or restaurant owner, or someone looking for their first step in the exciting world of hospitality, Brennan and Chrystal look forward to assisting you in the process.

Selling a Business?

LINK Offers Tips to get the Most Out of the Sale



How a business is sold can make, or break, a business owner's retirement. With so much of your financial future on the line, consulting a professional could mean the difference between a vacation home and a vacation weekend.

"As baby boomers look to retirement, a large number of businesses will be changing hands," said Ron Hottes, president of LINK Business. "Before that retirement can happen, the owner has to put their business on the market – a task that shouldn't be taken lightly."

During the next ten years, an estimated 65% of all small and medium-sized businesses will be put up for sale. Less than a third of those businesses will actually sell. Why? "Because they didn't hire professionals to help with the sale," explained Hottes. Using a Business Broker can be beneficial no matter what the size of a business:

Business Continuity

Nationwide it typically takes 6-7 months to sell a business, but it can take up to a year. You will want to get the best price possible for your company, and that means your business has to continue to function as usual. Maintaining the status quo helps make sure that employees feel secure and don't contemplate leaving, and that clients know service and quality will be maintained. If a business is for sale, it is especially important to make sure that everything continues in the same efficient manner.

Confidentiality

Business Brokers specialize in confidentiality. Every business they sell is a confidential transaction. They make their living by keeping business sales

confidential. A broker acts on your behalf allowing you to remain anonymous. It's important to maintain confidentiality. This is particularly important if you do not wish your employees, banks or clients to find out prematurely that you are planning to sell. Employees may become worried about the security of their employment and clients may become concerned about quality and service. Using a broker ensures confidentiality.

Reaching Qualified Buyers

Potential buyers that are truly interested in the business can be hard to find. Business Brokers have the contacts and resources to reach a large base of qualified buyers for the best sale price possible. Your broker and the other brokers in the brokerage will have thousands of buyers in queue which means your broker will be able to find those interested in purchasing a business like yours. These buyers are financially and operationally capable of buying your business. You want to make sure that those who are going to be looking over proprietary information about your business are capable of purchasing it and are seriously interested.

Marketing

In order for a business to sell, it must be packaged properly and make economic sense to buyers. A Business Profile and/or a Confidential Business Review are tools that a broker uses when promoting the sale of your business. A Business Profile is a single page marketing piece and its purpose is to present all the important details about your business, its basic financials, your facilities, your employees and an upbeat verbal description about your business. It is easy to read, in plain language. The elements of a Confidential Business Review are more detailed and similar to what you might find in a business plan that is prepared for a bank.

Evaluation and Pricing

Potential buyers want to see an asking price that makes economic sense when searching for a business. Brokers know how to evaluate and price a business.

Experience

A LINK Business Broker has the experience to handle the sale of your business in an efficient and professional manner. They know the procedures, the forms required and the proper methodology to protect you during the sale process. An experienced business broker who has spent a number of years developing an understanding of the current market and acquisition process can be invaluable in helping you sell your business.

"Selling a business is a major financial decision, often the biggest of someone's life," said Hottes. "Because it's so important, it makes sense to use an experienced LINK Business Broker to help find the right buyer and obtain the best sale price possible."



As specialists in bulk, asset, and ABC license transfers, our team of industry experts serves your business needs with decades of collective experience.

Please contact us today for your next escrow transaction.

Tel. **213.344.5000**
Fax. **213.344.5001**

www.escrowworldinc.com
1055 Wilshire Blvd., Ste.1555 Los Angeles, CA 90007



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 310-436-3800 or ron@linkbusiness.com

BUSINESS OPPORTUNITIES

Here is a selection of businesses LINK has for sale. For more business opportunities visit linkbusiness.com

THE LINK NETWORK

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

LINK United States

linkbusiness.com

Los Angeles

O: 310-539-8300
E: infola@linkbusiness.com
3711 Long Beach Blvd., Suite 900
Long Beach, CA 90807

Phoenix

O: 480-686-8062
E: infophx@linkbusiness.com
8930 E. Raintree Drive, Suite 100
Scottsdale, AZ 85260

St. Louis

O: 314-487-0005
E: infostl@linkbusiness.com
10805 Sunset Office Drive, Suite 300
St. Louis, MO 63127

San Diego

O: 619-344-2650
E: infosd@linkbusiness.com
6450 Lusk Blvd. Suite E203
San Diego, CA 92121

Dallas

O: 214-710-2558
E: infodfw@linkbusiness.com
3010 LBJ Freeway, Suite 1200
Dallas, TX 75234

Raleigh

O: 919-299-9880
E: inforal@linkbusiness.com
527 Keisler Dr. Suite 104
Cary, North Carolina, 27518

LINK Australia

linkbusiness.com.au

Brisbane

Gold Coast

Newcastle

New South Wales

North Queensland

South Australia & Northern Territory

Sunshine Coast

Tasmania

LINK New Zealand

linkbusiness.co.nz

Auckland, Ellerslie

Auckland, North Shore

Bay of Plenty & Waikato

Christchurch & South Island

Northland

Wellington

CONTENTS

of Business Opportunities Section

pg 12 LINK Los Angeles

pg 21 LINK St. Louis

pg 23 LINK San Diego

pg 28 LINK Phoenix

pg 30 LINK Dallas

Pg 31 LINK Raleigh

LINK Philippines

linkbusiness.ph

Manila

LINK South Africa

linkbusiness.co.za

Centurion

Dolphin's Coast

Durban

East London

Garden Route

Johannesburg North

Johannesburg South East

Knysna / Plettenberg Bay

Port Elizabeth

Western Cape City Bowl

Western Cape Northern Suburbs

Western Cape Southern Suburbs

Western Cape Boland / Helderberg

Westrand

LINK United States

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

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

Businesses for sale - Los Angeles

Aerospace & Defence Contract Manufacturing

ref: LA04014



SDE: \$694,000
Sales: \$3,436,000

Aerospace & Defence Contract Manufacturing Company - AS9100 certified. This sheet metal and machining business was established in 1964. Under current ownership for over 35 years. Absolutely squeaky clean books. 18 full time employees. 15,000 sq. feet facility. They manufacture and supply parts and assemblies with short lead times to customers across the world. They provide contract manufacturing services in precision sheet metal, precision machining, complicated assemblies and welded configurations. They specialize in fast turnaround support in the military, defence and aerospace industry. Owner is retiring.

Location: California **Asking Price:** \$1,925,000
Broker: Ved Sajjani / (714) 904-8457 / ved@linkbusiness.com

Well Established Home Health Agency

ref: LA04036



SDE: Refer to Broker
Sales: \$1,800,000

Established for over 20 years this agency recently operated over 200 patients. Owner ready to retire. A licensed, Medicare/Medi-Cal-certified provider of home health services founded over 20 years. Providing Registered Nurses, Licensed Vocational Nurses, Physical Therapists/Occupational Therapists/Speech Therapists, Dieticians in Los Angeles and Orange County. 2 weeks at 20 hours a week.

This Agency is contracted with the largest Hospital facilities in LA and OC including LA County. Price includes receivables currently over \$300,000.

Location: Los Angeles County **Asking Price:** \$1,495,000
Broker: Joe Khoury / (213) 422-7088 / jfk@linkbusiness.com

52 year Old Towing Company, With Contracts, No AAA

ref: LA03966



SDE: \$431,000
Sales: \$1,952,000

This family owned and operated tow service with over 50 years of history features a wide variety of specialized towing equipment to meet virtually any need that may arise. They have mostly newer fleet of trucks that are all paid for.

- Light medium and heavy duty towing. Damage free flatbed towing
- Commercial accounts
- Abandoned vehicle removal. Classic and exotic cars our specialty
- CTTA State certified Drivers. Lien Sales Auction

The business comes with property that is 60,000 sq ft lot and 3,300 sq ft building. This business is SBA qualified for a qualified buyer.

Location: Los Angeles County **Asking Price:** \$2,770,000
Broker: Jim Moazez / (562) 477-6657 / jim@Linkbusiness.com

Picture Frame & Moulding Wholesale Business

ref: LA04007



SDE: \$834,587
Sales: \$3,871,197

The company brings in supplies from mainland China, Taiwan, Italy, India and Malaysia, distributes to more than 1000 vendors cross the U.S., including national furniture chains such as Ethan Allen and several regional distributors.

The company has set up its own distribution facilities and showrooms in Los Angeles (warehouse & office space of 45,000 sqft) and Atlanta (30,489 sqft), along with field representation and a strong network of regional distributors, the company is a well established national supplier dedicated to high quality products and services for all market segments, and is widely recognized as the design leader in the moldings and picture frame industries.

Location: Los Angeles County **Asking Price:** \$3,600,000
Broker: Wen Chen-Karkhanis / (941) 526-9920 / wen@linkbusiness.com

Businesses for sale - Los Angeles

Construction Company with a Strong Future

ref: LA04054



SDE: \$483,895
Sales: \$1,263,681

Very profitable, well-run general construction company has numerous engagements already lined up for major success over the next three years. Seller's projects include both residential and commercial. The company has excellent financial record keeping. The operations are professional and well managed. The company has alliances in place with investors, contractors, interior designers, architects, structural engineers and specialized trades people for a smooth transition. The company has earned an excellent reputation over the 20 years that it has been in existence with clients continuing to return for more of its services.

Location: California **Asking Price:** \$1,495,000
Broker: Roger Civalleri / (310) 384-5665 / roger@linkbusiness.com

Incredibly Profitable Consumer Finance Lender

ref: LA03987



SDE: \$2,437,575
Sales: \$3,966,319

Title-loan company in Southern California has the most profitable yet straight forward business model that I have witnessed in my 16 years as a business broker. Company does 1,250+ loans per year on cars that are verified to be owned free and clear, holding automobile title as security. With 43 field locations feeding loans to the company, the company generates 65% of the loans remotely. Buyer must attain a "Finance Lender" license from the California Department of Corporations. This will require a background check on the Buyer, performed by the state. Buyer should be aware that the price is fixed and all funding must be arranged by the buyer.

Location: Los Angeles County **Asking Price:** \$9,000,000
Broker: Roger Civalleri / (310) 384-5665 / roger@linkbusiness.com

Vitamin Contract Manufacturer

ref: LA03986



SDE: \$600,000
Sales: \$4,200,000

This is state of the art dietary supplement contract manufacturer located in Southern California. Established since 2000, this business is located in a 1,7000 sq ft facility. They specialize in hard shell capsules, tablets, tea, liquids and powders.

They specialize in making supplements for companies who promote and sell their products on *Amazon.com*. Most of the equipment are less than 3 years old. Approximately 40 employees.

Location: Southern California **Asking Price:** \$2,200,000
Broker: Ved Sajjani / (714) 904-8457 / ved@linkbusiness.com

Franchise Trampoline Sports Amusement Complex

ref: LA3929



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

Major opportunity to participate in a large scale concept that has a proven three year return. This opportunity appeals to people of all ages who are eager for a relatively inexpensive activity and exercise. The location is grossing at a rate of nearly \$4,000,000 per year with a consistent (and amazing) net return to owner (owner's discretionary earnings \$1,500k).

The current ownership has multiple projects in development and prudently, he wants to avoid getting over-extended. He has determined that selling this money-maker is the best alternative. He also has a second facility that is open in a different Southern California County along with a brand new location development which he would consider selling as well.

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

Businesses for sale - LINK Los Angeles

Established & Profitable 100% Hand Car Wash

ref: LA3770



SDE: \$255,000
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 detail center which is the most profitable part of the business.

It has a long established loyal customer base and over 130 feet 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:** \$3,200,000
Broker: Jim Moazez / (562) 477-6657 / jim@linkbusiness.com

Top 50 remodeler/Cabinet Manufacturer in US

ref: LA04060



SDE: \$1,200,000
Sales: \$10,000,000

This is a very successful and profitable remodeling company in Pacific Northwest. Top 50 nationally and includes a custom cabinet manufacturing company.

They have created a proprietary software that gives them ability not to only give very accurate estimates, but they have not missed a completion date in the last 8,000 projects. With about 90 employees which includes several managers in place, this is a very smooth operation for a new buyer.

Location: Pacific Northwest **Asking Price:** \$4,850,000
Broker: Jim Moazez / (562) 477-6657 / jim@linkbusiness.com

Regional Car Rental Company With 6 Locations

ref: LA3910



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

This company is one of the largest privately owned vehicle rental companies in the Southern California with 6 locations, about 320 cars.

The company has depended upon their ongoing contracts with most major insurance companies, hotels, body shops, and local businesses who need vehicles for specific use, and their web site with sophisticated search engine optimization for their marketing efforts.

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

Niche Canned Water Manufacturing

ref: LA3928



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

Here is a unique opportunity to acquire this niche emergency water manufacture which is second to none.

They offer the most pure and longest lasting water for emergency situations to different government agencies and private companies. Because of their unique process and propitiatory technology, they have no serious competition in the market world wide.

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

Franchise Cookie & Bakery Business For Sale!

ref: LA3843

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

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



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

Product Design Firm with 60 Years of Experience

ref: LA3850

SDE: \$240,639
Sales: \$1,099,478

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. The company average SDE for the last 3 years (2012-2014) was in the range of \$212k. Selling due to retirement.



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

Great Deal Refrigeration HVAC Sales & Service

ref: LA3897

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

Very profitable 50-year old company with excellent commercial customer base offering sales, service, repair and leasing of refrigeration equipment, air conditioners and appliances. Price includes two vehicles, equipment and existing parts inventory - including several new ice machines. Major potential for growth by handling residential customers hiring a sales rep and marketing the business. The property is also for sale.



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

Wholesaler Snack Foods Distributor - SBA Approved

ref: LA3909

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

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



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

Well Established Bakery Set in an Old Town District

ref: LA3919

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

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



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

Animal Hospital in Los Angeles

ref: LA3924

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

Has been in business for over 35 years, present ownership for 24 years. It is located in a 1,969 sq ft building for \$650,000. 1105 SF hospital on the first floor and 864 sq ft apartment on the 2nd floor. Practice + R.E. \$1,045,000. It will be sold together. This hospital gets about 375 clients per month or 18 clients per day.



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

Profitable and Easy to Operate Flower Shop

ref: LA3930

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

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



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

Fully Equipped Restaurant in Valley Village

ref: LA3932

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

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



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

Businesses for sale - LINK Los Angeles

High End Beauty Salon in the Heart of Beverly Hill ref: LA3933

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

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



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

Upscale Day Spa and Med Spa in South OC ref: LA3934

SDE: \$140,829
Sales: \$495,974

This upscale day spa franchise has an excellent reputation and has been featured on the "Doctors" TV show. The spa recently added medical services including laser treatments, Juvederm and Botox. Equipment will be paid off and included in the sale except for the two new lasers that are on lease. There are no franchise royalties on medical spa services.



Location: Orange County **Asking Price:** \$360,000
Broker: Brian Reeves / (949) 851-1000 / brian@linkbusiness.com

CNC Machine shop in Santa Fe Springs ref: LA3949

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

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



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

Profitable Manufacturers Representative Business ref: LA03958

SDE: \$23,497
Sales: \$191,034

Established in 1978 by the current owner of this manufacturers rep business, B 2 B gifts & Novelties wholesale to the trade within exclusive territories, dazzling showroom in central location, providing great customer service, has the support and backing of 30+ manufacturers, clean books and records. There are 8 salesmen who are paid on commission basis. Can be relocated.



Location: Los Angeles County **Asking Price:** \$50,000
Broker: Philip Wolfstein / 310-663-2180 / phil@linkbusiness.com

Discount store on a Major Corner in Long Beach ref: LA03959

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

This is a 2,600 sq ft discount store on a very busy corner in Long Beach.

Loyal customers.

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



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

Custom Jeep dealership & Service Business ref: LA03960

SDE: \$150,000
Sales: \$1,100,000

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



Location: Orange County **Asking Price:** \$249,500
Broker: Ved Sajjani / (714) 904-8457 / ved@linkbusiness.com

Whittier Coin Laundry ref: LA03962

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

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



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

Employee Run kid's Ride Business. Easy Operation ref: LA03968

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

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



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

High Profit Liquor in Great Area

ref: LA03969

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

This store is located in Rowland Heights on a busy corner. Very nice area and customers. The owner is retiring. Monthly sales are \$70K at over 40% margin plus lottery. Net is about \$190K/year for a working owner. The store is 2,400 sq ft. Excellent staff that could run the store if necessary. Don't miss this one.



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

Auto Paint & Supply Store-Long Beach

ref: LA03971

SDE: \$28,000
Sales: \$200,000

Auto paint store that have been in business for over 20 years. Well established in the Long Beach community with long term existing books of clientele. Perfect business for someone who's willing to grow the company in an already very busy location that is filled with numerous auto body repair/collision facilities.



Location: Southern California **Asking Price:** \$70,000
Broker: Ved Sajani / (714) 904-8457 / ved@linkbusiness.com

Camera Repair Business, No Experience Necessary

ref: LA03974

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

This profitable company was established in 1983 and is the leading and most reputable camera repair firms in the United States. Providing services throughout United States. They have been appointed an authorized service station by Canon, Konica and Fuji. They repair most brands and models of photographic equipment. They also repair, buy and sell pre-owned photographic, video-graphic and telescopic equipment.



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

Franchise Take & Bake Pizza Parlor

ref: LA03973

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

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



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

Unique Pet Supply Store

ref: LA09375

SDE: \$50,000
Sales: \$700,000

Established ten years ago, the store is unique in catering to pet owners who choose healthy and beneficial products with no chemicals added. Located on a high volume Boulevard in a very affluent West End demographic. The owner has been selective with the store's offerings and has a loyal customer (and animal) following. Sales have been consistent for many years



Location: Los Angeles County **Asking Price:** \$199,000
Broker: Roger Civalleri / (310) 384-5665 / roger@linkbusiness.com

Great Woman Clothing Brand for Sale

ref: LA03977

SDE: Ask Broker
Sales: \$842,543

The company established in 2010 but ceased to operation 2015 due to losing designer and product manager and loss of investor funding in 2014. The company used to sell to big department stores. The right buyer could be someone with design and production capacity and lower manufacturing costs from overseas. Now the company is mainly selling through their website www.nickandmoclothes.com



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

Profitable Massage Place for Sale in South Bay

ref: LA03980

SDE: \$123,815
Sales: \$450,000

This business is specializing in acupressure which is a massage technique for deep tissue. There are 4 to 7 technicians serving the special technique to their repetitive clients, treating about 1,000 per month. The gross sales are consistently around a half million every year for past 10 years. All technicians must have CAMTC license, but not required for managing owner.



Location: Los Angeles County **Asking Price:** \$125,000
Broker: Nobuko Isoda / (310) 408-5980 / nobuko@linkbusiness.com

38 Year Old Structural Engineering Firm

ref: LA03978

SDE: \$248,895
Sales: \$504,023

Well established and reputable structural engineering firm with a good client base that has been in business since 1978 and now the owner is ready to retire. A great business and a great opportunity for a civil engineer with structural engineering expertise to buy a great business.



Location: Southern California **Asking Price:** \$250,000
Broker: Ron Hottes / (310) 809-3137 / ron@linkbusiness.com

Businesses for sale - LINK Los Angeles

Franchise Pizza Restaurant - Employee Run

ref: LA03984

SDE: \$100,000
Sales: \$710,000

Here is a famous regional chain, this location has been established in 1998 and has a strong following in the area. The owner's involvement is very limited and there is an experienced manager in place. There is a patio as well with a total of 130 seats inside and out. They enjoy low royalty with the franchiser (\$1,000 per month).



Location: Orange County **Asking Price:** \$325,000
Broker: Jim Moazez / (562) 477-6657 / jim@linkbusiness.com

Profitable Neighborhood Beer and Wine Market

ref: LA03990

SDE: \$126,000
Sales: \$540,000

Long established market located in mostly Spanish speaking area in the city Lennox. No competition in the area. Many ways to increase sales: add lottery, WIC, money order, and plenty of space to add more merchandise. Long term lease with only modest increase in rent for 22 years.



Location: Los Angeles County **Asking Price:** \$235,000
Broker: Paul Suh / (714) 323-1010 / paul@linkbusiness.com

Semi Absentee Run Discount Store

ref: LA03997

SDE: \$96,000
Sales: \$480,000

This is a well-established and successful discount store in a great area of Orange County. Good visibility, plenty of parking, clean and presentable store inside. 4 years left on the lease with 1 x 5 years option. Owner's main job is the purchasing of products. Price includes \$200,000 of inventory. Little competition in the area and room to grow.



Location: Orange County **Asking Price:** \$400,000
Broker: Jim Moazez / (562) 477-6657 / jim@linkbusiness.com

Dance Teachers - Live Your Dream!

ref: LA03992

SDE: \$42,175
Sales: \$220,863.22

Very attractive, turnkey, profitable, well-established 13 year old south bay dance studio with great reputation and growth potential in an affluent beach community. Exceptional client list. Studio caters to ages 18 months through adult. 2,548 sq ft 2 dance rooms. Floating maple hardwood floors. Below market rent. Landlord willing to negotiate. Convenient free parking.



Location: Los Angeles County **Asking Price:** \$89,000
Broker: Rolf Danryd / (310) 697-9646 / rolf@linkbusiness.com

Busy Threading Salon in Orange County

ref: LA04000

SDE: \$42,000
Sales: \$156,000

This is a long established very busy Beauty studio in an indoor swap meet mall specializing in Eye brow threading and Hina tattoo. Loyal customers. Enough room to add other services like, Nails, facials, skin care, massage etc



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

Long Established Auto Collision & Repair

ref: LA04002

SDE: \$85,000
Sales: \$400,000

This auto collision & repair is located in a premium location of PCH in Long Beach. Owner owns the Real Estate as well priced at \$1.2 million. Includes a 3 bedroom apartment. Eight full time employees. Semi absentee owner.



Location: Los Angeles County **Asking Price:** \$200,000
Broker: Ved Sajjani / (714) 904-8457 / ved@linkbusiness.com

Two Franchise Frozen Yogurt Shops

ref: LA04008

SDE: \$35,000
Sales: \$250,000

Located in two upscale shopping centers in North Orange County. These are premium franchised frozen yogurt stores. Semi absentee run. Brand new security system. You can keep an eye on your stores via your cell phone. Owner has health issues.



Location: Orange County **Asking Price:** \$60,000
Broker: Ved Sajjani / (714) 904-8457 / ved@linkbusiness.com

High Volume Tattoo & Body Piercing Shop

ref: LA04003

SDE: \$105,000
Sales: \$350,000

Long established and highly profitable tattoo & body piercing shop located in an indoor swap meet mall. Mostly cash business. 4 tattoo artists working. Over \$100,000 in net profit. Semi absentee owner.



Location: Los Angeles County **Asking Price:** \$135,000
Broker: Ved Sajjani / (714) 904-8457 / ved@linkbusiness.com

Location! Location! Newly Remodelled Nail Bar ref: LA04010

SDE: \$80,000
Sales: \$300,000

Nail bar in a trendy upscale location with really low rent. Owners spent over \$100,000 in improvements for a luxurious experience. The salon uses the latest equipment and specializes in everything from nail art to gels and acrylics. Salon has a prominent online presence, including an online booking system, a great social media following and a superb reputation on Yelp.



Location: Los Angeles County **Asking Price:** \$185,000
Broker: Joe Khoury / (213) 422-7088 / jfk@linkbusiness.com

Jewellery store in Ontario Mills Mall ref: LA04011

SDE: \$150,000
Sales: \$430,000

This high margin jewellery store, established in Ontario Mills Mall offer \$14k bridal jewellery, designer diamond pieces, diamond pendants, diamond rings, fashion bands, watches and children's jewellery. They also do jewellery and watch repair. Offer financing through finance companies without credit check. In business for over 7 years. Loyal clients. \$250,000 worth of inventory is included in asking price.



Location: Southern California **Asking Price:** \$350,000
Broker: Ved Sajani / (714) 904-8457 / ved@linkbusiness.com

6 Days Cafe & Bakery Business For Sale! ref: LA04013

SDE: \$60,000
Sales: \$205,000

Located in a downtown suburb in the San Gabriel Valley area. Desirable, good lease terms that will be able to transfer to the new right owner. This café and bakery has potential for additional growth with focus on consistent and aggressive catering and marketing activities. Turnkey operation, perfect opportunity for someone who likes simple 6 day operation.



Location: Los Angeles County **Asking Price:** \$79,000
Broker: Susie Kang / (310) 975-9492 / susie@linkbusiness.com

Cellphone and Accessory Store in Montclair Mall ref: LA04012

SDE: \$60,000
Sales: \$180,000

Established cellphone accessory and watch repair store located in Montclair mall. Merchandise, approx. \$15K, will be included in the sale. Great location, high visibility. Owner/operator with 1 FT and 1 PT employee. Rent is only \$1,500/mo. for a 1,000 sq. feet store. This is a great business for a first time buyer with good people skills.



Location: Southern California **Asking Price:** \$50,000
Broker: Ved Sajani / (714) 904-8457 / ved@linkbusiness.com

High Volume Liquor Store in Long Beach ref: LA04015

SDE: \$210,000
Sales: \$900,000

This large liquor store was established 55 years ago. Currently under ownership for over 30 years. Highly visible prominent location.

Besides liquor they also have lotto, Western Union, tobacco etc. They also carry mini market items.

It is a 7,500 sq ft store with lot of coolers, storage space and owner's office. Ample parking.

Location: Los Angeles County **Asking Price:** \$800,000
Broker: Ved Sajani / (714) 904-8457 / ved@linkbusiness.com



Long Established Auto Repair Shop in Long Beach ref: LA04016

SDE: \$35,000
Sales: \$235,000

Prime location on Anaheim Street in Long Beach. Established in 1994. Loyal customers. Seller owns the Real Estate as well which is also for sale for \$600,000



Location: Los Angeles County **Asking Price:** \$150,000
Broker: Ved Sajani / (714) 904-8457 / ved@linkbusiness.com

Unique Business-Electric Go-Kart Rental for Parties ref: LA04028

SDE: \$15,880.13
Sales: \$27,570.50

Electric go-kart rental company provides a fun business opportunity for the hands-on owner. Everything is included from the karts to the track. Everything packs up efficiently on customized trailer which makes the offering fully portable and then easy to set up. Go-karts are designed for maintenance and durability. Spare parts, two track set-ups and excellent booking website are all included in the price.



Location: Los Angeles County **Asking Price:** \$45,000
Broker: Roger Civalleri / (310) 384-5665 / roger@linkbusiness.com

Driving School, Very Profitable ref: LA04024

SDE: \$115,726
Sales: \$206,312

23+ year old driving school offers the best in driver education, driver training and behind the wheel instruction for teenagers, adults and seniors. Driver evaluation and adult refresher courses serviced by a professional staff of 8 instructors. Price includes 6 late model 5-Star rated cars. Room to expand/grow. Great client retention and referrals. The financials are very detailed and verifiable.



Location: Central Coast California **Asking Price:** \$245,000
Broker: Philip Wolfstein / (310) 663-2180 / phil@linkbusiness.com

Businesses for sale - LINK Los Angeles

Well Established Cleaning Service Company

ref: LA03982



SDE: \$80,000
Sales: \$328,000

Owner responsible for sales, provides work bids, no cleaning by owner. Established service in South Bay area for 8 years with 4 crews and 2 trucks. High repeat commercial clients, Regional/National accounts including some residential accounts. Need more aggressive sales and marketing to grow the business. Trained by Franchisor. Great books and records. Office manager handles scheduling, billing and collections.

Location: Los Angeles County **Asking Price:** \$197,000
Broker: Joe Khoury / (213) 422-7088 / jfk@linkbusiness.com

Franchise Indoor Family Entertainment Center

ref: LA04056

SDE: \$90,382
Sales: \$688,330

14,640 sq ft indoor family fun center provides a setting for birthday parties, school fundraisers, summer camp or team events where children of ages 1-17 can have a fun-filled experience. Sliding, jumping, climbing, zip lining, dancing and singing their way to a memorable party. Includes age appropriate play areas, party dining areas, kitchen to make fresh pizzas, office and storage areas.



Location: Southern California **Asking Price:** \$225,000
Broker: Dawn Buboltz Hottes / (909) 214-8599 / dawn@linkbusiness.com

Home Health Agency with Established Accounts

ref: LA04030

SDE: Refer to Broker
Sales: \$560,000

Well established since 1993 in Los Angeles County. Recent personal situation forces sale. Recent survey and clean accreditations from all agencies.

Services include home health aides, speech therapy, Rn, LVN, physical therapy, occupational therapy and medical social worker programs. Very reputable and well recognized in the community providing quality care. Retirement forces sale.



Location: Los Angeles County **Asking Price:** \$295,000
Broker: Joe Khoury / (213) 422-7088 / jfk@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 \$50,000.



Location: Riverside County **Asking Price:** \$150,000
Broker: Philip Wolfstein / (310) 663-2180 / phil@linkbusiness.com

Franchise Health & Nutrition Store

ref: LA04053

SDE: \$73,000
Sales: \$425,000

Located in Foothill Ranch. Most customers are on a members loyalty program that provides them with monthly discounts. Stocks a wide range of weight loss, body building, nutritional supplements, vitamins, natural remedies, and health and beauty products, in its own brands as well as third-party brands. Sells health and fitness books and magazines. Owner is working 1 day a week.



Location: Orange County **Asking Price:** \$199,000
Broker: Ron Hottes / (310) 809-3137 / ron@Linkbusiness.com

Franchise Tire Store with 50 Yrs of Excellent Service

ref: LA04031

SDE: \$118,997
Sales: \$1,156,495

Located on a major street, large lot with easy street access. This well-established tire store has a good reputation in the community with a long standing repeat customer base. Current ownership has been in place for over 15 years. 2 inside bays and 2 outdoor covered bays, large area for non-tire retail sales and a comfortable customer waiting area.



Location: Southern California **Asking Price:** \$349,000
Broker: Dawn Buboltz Hottes / (909) 214-8599 / dawn@linkbusiness.com

Credit Repair Business-Locations

ref: LA3917

SDE: \$75,000
Sales: \$150,000

This is a credit repair business opportunity as licensee of a successful credit repair company. Location is your choice. As the licensee you can charge between \$29 to \$25,000/client depending on the complexity of the credit repair, specializing in removing tax liens, judgements, collections, late payments, foreclosures, bankruptcies, etc. Licensor will train in every aspect of credit repair business.



Location: Southern California **Asking Price:** \$29,000
Broker: Ved Sajani / (714) 904-8457 / ved@linkbusiness.com

EB-5 Visa Business Opportunity

ref: SL00024



SDE: Ask Broker
Sales: \$433,409

This garment cleaning plant is located in Central Illinois with 3 retail city stores. It is environmentally friendly with a carbon based cleaning process and has 8 full time and 6 part time employees.

This 16,000 sq ft plant is located on a 3 acre site with an attached 2,000 sq ft, 2 story residence presently occupied by the owner.

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

Financial Services Group for Sale

ref: SL00023



SDE: Not disclosed
Sales: \$776,953

17 year old group that specializes in financial planning, investment advice and portfolio management, money management, as well as insurance and annuities. \$90m in AUM and \$5m in fixed annuities. Business model is highly scalable and advisors can be recruited from anywhere in the US. Current owner willing to stay with business in some capacity.

Location: Greater St. Louis Area
Asking Price: \$3m with Seller financing/\$2.5m cash at closing
Broker: Julie Pumfrey / (636) 208-0753 / julie@linkbusiness.com

Relocatable Manufacturing Business

ref: SL00018

SDE: Ask Broker
Sales: \$0

Seller has created the world's first complete, portable and hydration station with a patented cooling / hydration design. Seller is willing to stay involved in the business and terms are negotiable for the right buyer. This US made, "green" product uses natural water/ice and has curtains for shade or heat containment and removable trays for ice, food, medicines and drinks.

HEAT KILLS!

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

Museum Fire Fighting Memorabilia

ref: SL00019

SDE: Ask Broker
Sales: \$0

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

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

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

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



Promoting Children's Health and Wellness in St. Louis!

ref: SL00022

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

Do you enjoy children and staying active? This business brings sports and other activities to children! With 3 coaches in place and long standing contracts, this business is well established and a supportive franchise helps with advertising, scheduling and consulting. Health issues are forcing sale. Perfect opportunity for start of a new career, or a second source of income.



Location: Greater St. Louis Area **Asking Price:** \$49,900
Broker: Chrystal Derkach / (618) 363-1510 / chrystal@linkbusiness.com

Print and Copy Business

ref: SL00058

SDE: \$35,000
Sales: \$166,097

This digital printing business services local businesses, fire department, police department and school district requests. Customer requests range from business, market and charity fund raising products to multi-color printing brochures, coffee mugs, shirts, posters & banners.



Asking \$134,000 all cash at closing or \$50k down & assumption of existing loan
Location: Greater St. Louis Area **Asking Price:** \$134,000
Broker: Joe Czmarko / (314) 402-0568 / joe@linkbusiness.com

Businesses for sale - LINK St. Louis

Market Tested Children's Entertainment Business ref: SL00002

SDE: Ask Broker
Sales: \$0

The owner/author has created a children's internet game world entertainment business.

Present products include: printed children's books, expanded internet site, character merchandising and music CD's. The character's trademarked brand incorporates all the merchandising, the book series, and the sing-a-long music written by the owner/author story, with an unlimited amount of character and merchandising expansion.

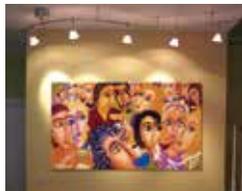


Location: Greater St. Louis **Asking Price:** \$400,000 plus 10% royalty fee
Broker: Joe Czmarko / (314) 402-0568 / joe@linkbusiness.com

Internationally Recognized Fine Arts Business ref: SL00001

SDE: Ask Broker
Sales: \$0

An opportunity to own an established art business that has continued original sales plus 5 merchandising revenue streams: Reproductions, licensing, distribution, publishing and promotion.



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

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

Home Based New Franchise ref: SL00054

SDE: Ask Broker
Sales: \$0

Do you have a background in marketing or sales? Would you like to own your own business? We have an opportunity to purchase St. Louis territory with an award winning franchise that can be run from home! Simple to run with proven processes!



Location: Greater St. Louis Area **Asking Price:** \$35,000 plus \$1k per zone
Broker: Julie Pumfrey / (636) 208-0753 / julie@linkbusiness.com

Automatic Wildfire Sprinkler System Business ref: SL00052

SDE: Ask Broker
Sales: Ask Broker

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

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



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

Residential / Commercial Fire Sprinkler System ref: SL00020



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

SDE: Ask Broker
Sales: \$0

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

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

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

SDE: Ask Broker
Sales: \$56,244

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



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

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

Profitable Staffing Franchise for Sale ref: SL00057

SDE: \$202,500
Sales: \$2,326,272

29 year old, well-established franchise, one of the top in US, provides top-notch workforce solutions for several industries. Numerous long-term clients in place. Employees and franchise recognized consistently by franchisor for superior performance. Business is stable and profitable, with multiple avenues for growth available. Current owner only works about 8 hours per week. Building set up perfectly with room for additional staff.



Location: Greater St. Louis Area **Asking Price:** \$919,00 (Includes RE and AR)
Broker: Julie Pumfrey / 636-208-0753 / julie@linkbusiness.com

Master Franchise Opportunity- Pet Industry

ref: SD0031



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

Major acquisition opportunity to purchase this US Master Franchise in the pet industry with 150+ current franchisees. Company is well positioned for expansion of 100+ new franchisees.

Franchisor has taken the inefficiencies out of the traditional business model, outlined in the FDD, and has implemented a streamlined and proprietary system which has resulted in a nationally and internationally recognized brand.

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

Profitable Franchise Staffing Company

ref: SD00025



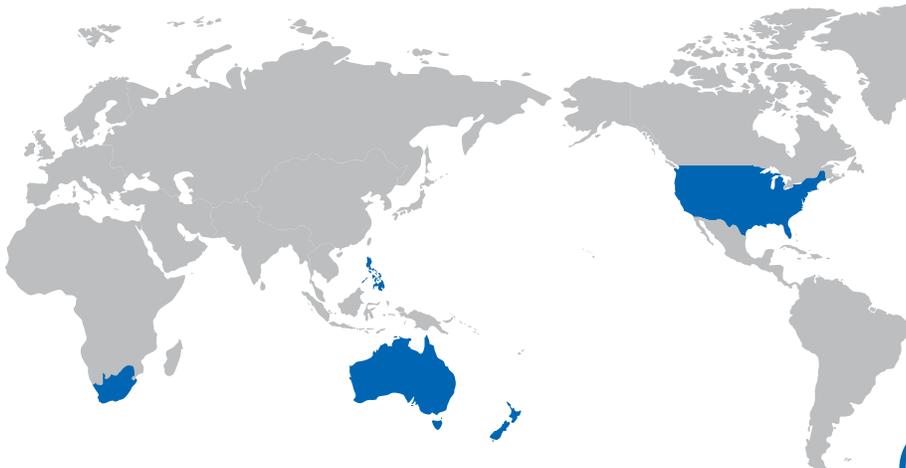
SDE: \$348,029
Sales: \$1,059,863

Well established leading franchise staffing company is now available. This staffing company services finance, accounting, clerical, administrative, customer service, and manufacturing. Owner works full-time with two offices and has an excellent management team in place.

This company is a great fit for anyone looking to be part of a major franchise brand with a stellar reputation and room for growth.

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

Best Brand. Best People Best Results



LINK has grown from a small and local brokerage to the pre-eminent business brokerage in the world. With offices across the United States, New Zealand, South Africa, Australia and the Philippines, LINK is proud of its growth and market dominance - based on results and integrity.

LINK United States
linkbusiness.com 844-840-5600



The authority on selling businesses

Businesses for sale - LINK San Diego

Highly Profitable Boutique Restaurant Chain

ref: SD0035



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

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

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

Gross revenues for 2015 were \$4,600,000 with Seller's Discretionary Earnings of \$847,000. The target company is an exceptional acquisition candidate for a strategic buyer, corporate or financial buyer, or as an add-on to a portfolio of companies.

For Individuals- Confidentiality, Buyer Profile, Biography/Resume, Financial Statement, and Proof of funds required before any release of information. For Corporate Buyers-Corporate Confidentiality, Corporate Profile, Biography/Resume, Financial Statement, and Proof of Funds required before any release of information.

Location: Northern California **Asking Price:** \$4,600,000

Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

High End Audio Speaker and Cable Manufacturer

ref: SD0003



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

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

Location: California **Asking Price:** \$1,500,000

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. Staffing areas include IT, hospitality, administrative, front office, light industrial and accounting. The Seller is looking to expand the business through an acquisition.

Location: Southern California **Asking Price:** \$1,684,000

Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Highly Profitable Cafe in Excellent Location

ref: SD00022

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

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



Location: Southern California **Asking Price:** \$400,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Successful Los Angeles Physical Therapy Practice

ref: SD0010

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

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



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

Urban Winery/Tasting Room Franchise

ref: SD0012

SDE: Ask Broker
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: Southern California **Asking Price:** \$50,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Smog Test Only Center

ref: SD0015

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

North Orange County reputable STAR Certified Smog Check Only Station has been established for more than 15 years. This is an excellent opportunity for an owner/operator or absentee owner. Stand-alone 1600 sq ft building with 1 stall, office and lobby. The smog station features the ESP smog machine, in-ground dyno and evap. & new OIS-DAD system being leased.



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

Iconic San Francisco Bar

ref: SD0028



SDE: Ask Broker
Sales: \$1,098,342

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

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

E-Commerce Yacht Apparel & Accessories Business

ref: SD00023

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

Mexican Fast Casual Restaurant

ref: SD00042

SDE: 0
Sales: 0

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



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

Businesses for sale - LINK San Diego

Cutting Edge Boutique in Hip Neighborhood

ref: SD00044

SDE: \$39,657
Sales: \$100,331

Unique women's, men's and children's clothing store located in highly desirable hip San Diego neighborhood is for sale! Retail store is approximately 1,500 sq ft with excellent lease terms. This retail location has prime frontage which is great for merchandising and highly visible signage on a major street with lots of drive by and pedestrian traffic.



Location: San Diego County **Asking Price:** \$124,900
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Popular South Orange County Restaurant

ref: SD00046

SDE: Ask Broker
Sales: \$720,000

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



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

Prime North County Beach Restaurant

ref: SD00047

SDE: \$93,269
Sales: \$365,268

Established restaurant in prime North County upscale beach community. Locations like this rarely come available! Restaurant serves breakfast, lunch and dinner and has a beer and wine license. Restaurant is approximately 1,880 sq ft and has a beautiful patio for outdoor dining. There are 8 part time employees and 1 full time owner.



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

Premiere Laguna Beach Art Gallery

ref: SD00048

SDE: \$60,000
Sales: \$270,000

Premiere Laguna Beach art gallery representing 20-25 established artists from around the world. The gallery is highly visible in a high traffic area and has a collector database of 15,000 individuals. Located next to popular restaurants, beach access and is conducive to hosting receptions and events with its own kitchen. Gallery is well branded with advertising, website and social media.



Location: Orange County **Asking Price:** \$170,000
Broker: Tom Burns / (949) 280-4272 / tom@linkbusiness.com

Prime Restaurant Location in San Mateo County

ref: SD0033



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

Great opportunity to purchase a full service restaurant located in an upscale community in San Mateo County.

Rent for this 3,100 sq ft restaurant is \$10,218.50 per month including CAM charges. All of the furniture, fixtures, and equipment are in excellent condition.

Gross Revenues for Fiscal Year ending in 2014 were \$1,736,139. Full Type 47 liquor license included in the sale.

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

Authentic and Charming Italian Bistro

ref: SD00050

SDE: \$84,000
Sales: \$540,000

Authentic and charming Italian Bistro for sale in South Orange County. Recently remodeled with 1,100 sq ft plus large outdoor patio. Seats 30 inside and 30 outside. Serving lunch and dinner daily with beer and wine. Strong catering business. Sales \$540,000 and growing. Adj. net \$7,000-\$8,000 a month.



Location: Orange County **Asking Price:** \$225,000
Broker: Tom Burns / (949) 280-4272 / tom@linkbusiness.com

San Diego Watersports Company

ref: SD00049

SDE: \$44,811
Sales: N/A

Great opportunity for the watersports lover who is looking for an owner/operator business on the water! This watersports company is strategically located in the best destination for water sports- sunny San Diego! All of the FFE is included in the sale. Perfect opportunity to add on other watersports. Revenues are generated from shows for resorts, corporate events, and private instruction.



Location: San Diego County **Asking Price:** \$99,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

North County Auto Repair Shop

ref: SD0034

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

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



Location: San Diego County **Asking Price:** \$385,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Promotional and Staffing Company

ref: SD00041

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

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



Location: Southern California **Asking Price:** \$399,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Central San Diego Auto Repair Shop

ref: SD0037

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

Auto service shop is on one of the busiest streets in San Diego with front row visibility and plenty of signage. Ample amount of parking space on both sides of the building. 4 lifts, compressor, waste oil tank, A/C machine and much more located in shop with a drive through bay. Shop that has been in business over 10 years.



Location: San Diego **Asking Price:** \$250,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Freestanding Profitable Coffee House

ref: SD00043

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

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



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

Profitable South Orange County Restaurant

ref: SD0039



SDE: Ask Broker
Sales: \$1,657,745

Large upscale restaurant with bar and lounge in highly desirable South Orange County location. 5,900 sq ft restaurant seats 160 inside and an additional 40 on patio. Great lease terms with 3 years remaining on the lease and 2 x 5 year options. Restaurant has full liquor license, ample parking and great chef driven menu.

2015 gross revenue was \$1.7m.

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

Auto Repair Shop - North County Coastal San Diego

ref: SD0036

SDE: Ask Broker
Sales: Ask Broker

The turnkey auto repair shop is located on a corner lot facing a major street. Great visibility and branding in community with a clean respectable location that is family friendly. 4 active lifts with space for 7. Monthly rent of \$4,250 for approximately 4,155 sq ft of building space with approximately 8,647 ft of exclusive parking lot space.



Location: San Diego County **Asking Price:** \$125,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Profitable North County Auto Glass Business

ref: SD00045

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

This is your chance to own a profitable and exciting business in North County San Diego that does window tinting, stereo equipment, and auto glass replacement. Business has an estimated 3200 sq ft and plenty of parking. Inventory included. Room to expand business by adding mobile services and fleet accounts.



Location: San Diego County **Asking Price:** \$350,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Businesses for sale - LINK Phoenix

Beautiful Yoga Studio or Fitness Center

ref: PH00002



SDE: Ask Broker
Sales: \$62,300

2,900+ sq ft sanctuary with \$300k+ invested to create the perfect environment.

Amenities include:

Sports flooring in yoga room;

- MindBodyOnline
- Hot yoga available-ARES Custom Heating Unit and Humidifier
- Men and women dressing rooms with showers
- Near major freeway
- Plentiful parking. Significant storage, washer/dryer
- Bonus room for a massage therapist, juice bar, or office

For less than build-out, have income on day one!

Location: Central Arizona **Asking Price:** \$125,000

Broker: Lisa Riley / (480) 302-0799 / lisa@linkbusiness.com

Profitable Sandwich Franchise Business

ref: PH0011



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

Turnkey, Established, National Philly Cheese Steak Franchise

- High traffic, desirable location
- Profitable and Growing
- Sales up 30% year over year
- Recently remodeled and new equipment
- Add breakfast and/or catering
- Semi-Absentee Owners
- NEEDS Full time Owner Operator
- Perfect for husband/wife
- Add another franchise in 2-5 years to continue growth
- Owners willing to finance!

Location: Central Arizona **Asking Price:** \$85,000

Broker: Lisa Riley / (480) 302-0799 / lisa@linkbusiness.com

Restaurant/Lounge for Sale in East Phoenix AZ

ref: PH00021

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

There are many reasons to purchase this stellar restaurant and lounge:

- Prestigious location. Strategically located - exponential growth in the immediate vicinity
- Loyal repeat clientele
- Upscale recent remodels. Unique ambiance
- Extensive wine choices, exceptional menu
- Dedicated, loyal staff FT: 11 PT:15



Location: Metro Phoenix Area **Asking Price:** \$319,000 (from \$350,000)

Broker: Pamela Smith / (602) 696-7306 / pamelas@linkbusiness.com

Well Established Profitable Beauty Salon

ref: PH00017

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

- Turnkey salon. 15+ year salon has been serving the locals and snowbirds since its inception
- Excellent repeat clientele
- \$4,500 Inventory, Included
- \$12,500 FFE, Included. 900 sq ft store front location. Below-market rate.



Reason for Selling: Owner ready to leave the business side and spend some of time traveling. Willing to rent from the right buyer until final retirement.

Location: Central Arizona **Asking Price:** \$49,900

Broker: Lisa Riley / (480) 302-0799 / lisa@linkbusiness.com

Profitable Specialty Retail Business for Sale in AZ

ref: PH00024

SDE: \$96,600
Sales: \$611,800

Are you creative?

Do you enjoy bringing fun and enjoyment to customers of all ages and abilities?

If yes, then this may be the perfect calling for the next chapter in your life as the owner of this well-established business.

Excellent reputation for quality, trusted service, this Business offers You a unique opportunity to control your own destiny.

Location: Central Arizona **Asking Price:** \$174,900

Broker: Lisa Riley / (480) 302-0799 / lisa@linkbusiness.com



Owner Operator Pizza Bistro for Sale - West Valley

ref: PH00023

SDE: Ask Broker
Sales: \$84,500

Owner operator pizza shop where slices, pizza, take or bake and salads are sold.

Price includes \$70k in furniture, fixtures, equipment, delicious recipes and growing clientele.

Avenues for growth include: delivery and school sponsorship.

Growing monthly sales. Changing family circumstances have created this incredible opportunity for you.

Location: Central Arizona **Asking Price:** \$79,000

Broker: Lisa Riley / (480) 302-0799 / lisa@linkbusiness.com



Highly Profitable Collision, Paint and Auto Repair ref: PH00025



SDE: \$207,000
Sales: \$528,000

Services all makes and models of domestic and import cars and trucks, including performing specialty paint, customization, restoration and full mechanical repair services.

- \$200,000 in cash flow. 5,900 sq ft building
- 24 service bays. 5 lifts. Paint booth
- 10+ years of goodwill and excellent reputation
- Tow truck and rental vehicles
- Optional RE purchase or lease for \$3900/month
- SBA Pre-Approved

Location: Central Arizona **Asking Price:** \$445,000.00

Broker: Lisa Riley / (480) 302-0799 / lisa@linkbusiness.com

Lock & Key Business—Includes \$80k+ in Real Estate ref: PH0013

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

Well established shop. Quality service for over 50 years!

Located on a major thoroughfare in a busy commercial & residential area in the Phoenix Metro area.

Provides in-shop and contracts for on-site service for residential and commercial customers. Huge Inventory and Equipment. Needs mobile service as easy revenue is turned away. Has many repeat customers.

Location: Central Arizona **Asking Price:** \$40,000

Broker: Lisa Riley / (480) 302-0799 / lisa@linkbusiness.com



Urban Winery For Sale in AZ ref: PH00022

SDE: Ask Broker
Sales: Ask Broker

Looking for a business where you can engage in your favorite hobby - WINE – without the expense of a vineyard?

- State of Arizona DLLC Series 13 license –
- Provide wine tastings and personalized wine making experiences
- Excellent vendor and supplier relationships. However, ability to source grapes/juice and wine from anywhere!
- 2100 sq ft. \$111,000+ furniture, fixtures and equipment included

Location: Central Arizona **Asking Price:** \$95,000

Broker: Lisa Riley / (480) 302-0799 / lisa@linkbusiness.com



LINK - The Most Innovative and Fastest Growing International Business Broking Group

39 Offices in 5 Countries

United States
New Zealand
South Africa
Australia
Philippines

linkbusiness.com
844-840-5600



The authority on selling businesses

Businesses for sale - LINK Dallas

National Service Company for Sale

ref: DL00003



SDE: \$952,000
Sales: \$3,300,000

A very profitable growing service business to a stable industry for the past 30 years is for sale.

The services they provided are Nationwide to this industry with long term commitments in place. The company has annual sales of over \$3,000,000.00 a year and growing, low costs and a SDE of over \$900,000.00 in 2015.

Discretion is of high importance to the Seller during the selling process and only serious inquirers will be considered.

Location: Central Texas **Asking Price:** \$4,850,000

Broker: Tom Diedrich / (214) 316-5882 / tom@linkbusiness.com

Billboards and Land Leases for Sale

ref: DL00002



SDE: \$123,700
Sales: \$143,000

A great billboard company in South Central Texas is for sale!

These are great locations and currently generating revenue. This opportunity is a ALL digital! It consists of existing Digital Inventory and city approved digital permits yet to be built on land that has already been secured by long term leases with the land owners.

A great opportunity to grow your presence in this ever growing major metropolitan market with the latest technology in the industry, or the chance to become digital player in this market!

Location: South Texas **Asking Price:** \$960,000

Broker: Tom Diedrich / (214) 316-5882 / tom@linkbusiness.com

Texas Billboard Company

ref: DL0001

SDE: \$100,000
Sales: \$121,000

Billboard company in Southeast Texas is for sale. Great locations with long reads and all structures are steel monopole units with long term leases and in very good operating condition. The Plant is 80% sold with long term, good paying clientele. This is a turn key operation ready for sale.



Location: South Texas **Asking Price:** \$725,000

Broker: Tom Diedrich / (214) 316-5882 / tom@linkbusiness.com

State Franchise Territories / Home Improvement

ref: DL00004

SDE: 0
Sales: 0

Are you tired of making profits for someone else? Does working for yourself, building your OWN business and putting YOUR hard earned profits into your pockets appeal to you? Are you ready to sell the industry's Premier product into your marketplace? Owning your own State and building your own team? Than this GREAT Franchise Opportunity is for you.



Location: United States **Asking Price:** \$260,000

Broker: Tom Diedrich / (214) 316-5882 / tom@linkbusiness.com

Central Texas Transportation Company for Sale

ref: DL00006

SDE: \$32,500
Sales: \$201,000

Are you looking for a turnkey delivery and transportation company in Texas? This central Texas company is currently operating and making money! There is growth potential with this business at its current location but also regionally and nationally. A great opportunity to own a business with exceptional growth potential right now!



Location: Central Texas **Asking Price:** \$140,000

Broker: Tom Diedrich / (214) 316-5882 / tom@linkbusiness.com

Franchise Opportunity / Home Improvement

ref: DL00005

SDE: 0
Sales: 0

Are you tired of making profits for someone else? Does working for yourself, building your OWN business and putting YOUR hard earned profits into your pockets appeal to you? Are you ready to sell the industry's Premier product into your marketplace? Than this GREAT Franchise Opportunity is for you. An Australian based home improvement business is selling Franchise Rights.



Location: North Texas **Asking Price:** \$40,000

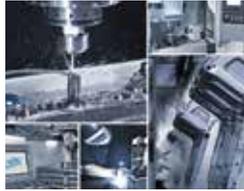
Broker: Tom Diedrich / (214) 316-5882 / tom@linkbusiness.com

Precision Machine Shop in Triangle

ref: RL00003

SDE: \$252,000
Sales: \$828,515

Established machine shop with 15 year history. Fully equipped to handle a wide variety of jobs. Consistent customer base in a niche market. Easily expandable to other markets and jobs.



Location: Triangle Area **Asking Price:** \$600,000
Broker: David Buboltz / (951) 316-6301 / david@linkbusiness.com

Award-Winning Marketing Franchise

ref: RL00002

SDE: 0
Sales: 0

Have you ever dreamed of running a business of your own from home? Have you ever wished to have the flexibility of setting your own work schedule while still making a good living? Look no further! This home-based marketing franchise may be the perfect fit for you.



Location: North Carolina **Asking Price:** \$35,000
Broker: Daniel Buboltz / (919) 753-7151 / daniel@linkbusiness.com

Long Standing Pizza and Italian Restaurant

ref: RL00004

SDE: \$120,000
Sales: \$485,500

1,527 sq ft restaurant is located on a main road in Orange County, NC. The kitchen is well equipped, orderly and clean. The indoor seating is surrounded by Italian décor and its beautiful patio provides outdoor seating as well. It has built a loyal customer base and a solid reputation over the 30+ years through consistent customer service and care.



Location: Triangle Area **Asking Price:** \$249,000
Broker: Daniel Buboltz / (919) 753-7151 / daniel@linkbusiness.com

Profitable Airport Taxi Service

ref: RL00005

SDE: \$42,000
Sales: \$45,000

As the RDU Airport and its surrounding areas continue to rapidly grow, the demand for airport transportation services is highly increasing. This taxi and transportation service business has been consistently meeting this high demand with reliable and timely service for over 5 years. This business includes a well-designed and mobile friendly website along with many outstanding reviews from satisfied clients.



Location: Triangle Area **Asking Price:** \$65,000
Broker: Daniel Buboltz / (919) 753-7151 / daniel@linkbusiness.com

Transportation and Taxi Business

ref: RL00006



SDE: \$28,000
Sales: \$50,000

This business has been meeting this high demand for transportation and taxi service in the Triangle Area for over the last 10 years with integrity and reliability. Loyal clients know they can call any hour of the day and will receive respectful service in a timely manner.

The business website is very impressive and allows clients to make online reservations.

Location: Triangle Area **Asking Price:** \$85,000
Broker: Daniel Buboltz / (919) 753-7151 / daniel@linkbusiness.com

Download Your FREE Copy Now! Business Broker US Edition



Filled with industry related articles and LINK's business listings

linkbusiness.com/knowledge-center

LINK Manages Business Sales in a Planned and Orderly Manner

Preparation

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

1

Valuing Your Business

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

2

Listing

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

3

Information Memorandum

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

4

Identifying Buyers

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

5

Marketing –

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

6

Finding "Real" Buyers

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

7

Purchase Agreement

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

8

Disclosure & Due Diligence

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

9

Conditions Removal & Closing

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

10

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

linkbusiness.com

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



The authority on selling businesses