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Top 4 Reasons Deals Fall Through

Whether you are engaged in a potential transaction or exploring your options to either Sell or Buy, these 4 Reasons will help you understand the realities of why deals fall apart.

1. Valuation – Mismatched expectations is one of the most common reasons deals fall apart. During all of the years of ownership Sellers have done everything than can to minimize their taxes, and for that reason, Buyers have a difficult time understanding the “real” earnings of a company.
2. Deal Fatigue – Selling or buying a business in unlike any other transaction. The sale and negotiation process can take at least 3 - 6 months. Many business owners and business buyers improperly prepare for the transaction and tend to underestimate the amount of time a deal requires.
3. Due Diligence – The due diligence period is an opportunity for both the Buyer and the Seller to conduct the due diligence on the other party. It is important that each party dig deep enough to discover any improper financials, outstanding lawsuits, skeletons in the closet and even a criminal history.
4. Cultural Misalignment – Although it may seem amorphous when talking dollars in negotiation, cultural misalignment can be one of the biggest red flags for both Sellers and Buyers. If either party doesn't understand this cultural difference, the deal can fall apart.

Yes, deals can fall apart and the best tool you have to eliminate this from happening is your LINK broker. The best way to sell or buy a business and make sure the deal closes is through a LINK broker.

Ron Hottes
Principal
LINK United States

Business Opportunities - Make Your Dream Come True. Buy a Business!

[Children's Daycare \(Real Estate Available\)](#)



Asking: \$132,000
Contact: [Julie Pumfrey](#)
(636) 208-0753
Location: Greater St. Louis Area

Turn-key daycare, with staff operating in a perfect location. Licensed for 132 children. Fulltime care and

[North County San Diego Automotive Repair and Smog Shop](#)



Asking: \$375,000
Contact: [Desiree Wilson](#)
(619) 884-7922
Location: San Diego County

This automotive repair shop has had consistent growth for the last ten years. They provide a variety of automotive and fleet services. Services include

after school care for children in ages from 6 weeks to 12 years old. Well built, secure building with large rooms, separating children by age. Large outdoor play area including play equipment for smaller children. Nursery houses many cribs and all needed supplies to care for infants.

steering and suspension system repair, engine diagnostics, wheel alignment, smog check, and more. There are ASE certified technician and multiple technicians to provide support.

[20-Year-Old Building Supply Distributor with Real Estate](#)



Asking: \$6,500,000
Contact: [Danny Epstein](#)
(919) 891-0440
Location: North Carolina

Distributor of specialized HVAC, plumbing supplies, doors and windows is now available for sale. Company has a significant history of growth; gross sales up over \$1,000,000.00 year-over-year as the company began importing product directly. Company has a well-trained and experienced staff, it owns four out of its six locations that are strategically located in NC. Price includes 1,800,000.00 inventory and 2,000,000.00 RE.

[Specialty Coffee Shop at Prime Location in Wake County!](#)



Asking: \$140,000
Contact: [Robert Johnson](#)
(919) 912-4395
Location: Piedmont Area

This lucrative and profitable turnkey operation is the perfect opportunity for those who have always dreamed of owning and operating a coffee shop. This shop already has a strong social media following and is a fixture in the local community. It is also ideal for those who like to take over an already established profitable operation that has the potential for additional growth.

[Barre Studio - Seeks New Owner](#)



Asking: \$55,000
Contact: [Lisa Riley](#)
(480) 686-9031
Location: Central Arizona

Are you looking for a startup fitness center or barre studio with 4 instructors and cash flow day one? This absentee owner operated business needs a full-time owner/operator an outstanding salary. The Business was just getting started and has an excellent reputation. Excellent growth potential.

[Profitable Restaurant Equipment Restoration and Sale Business](#)



Asking: \$10,000,000
Contact: [Kingsley Allison](#)
(845) 500-6393
Location: Bergen, NJ

New and Used Wholesale Restaurant Equipment. Cooking, Refrigeration, Food Prep, Countertop, Beverage, Washware, Tables, Pizza/Bakery. All major brands. Growing niche in the commercial food service industry. Growth and Financials proof is available. Excellent Highly Visible Location on busy main road. Motivated Seller - Long Term Lease Qualified buyers will need to complete a non-disclosure agreement to obtain any detailed information.

[A One Stop Shop Cleaning Service Business.](#)



Asking: \$600,000
Contact: [Kingsley Allison](#)
(845) 500-6393
Location: New York

This business has a great reputation for quality service. Seller will provide some training and introductions to regular customer base. This is a professional, commercial, industrial, janitorial and domestic cleaning service company. Unique and Profitable. These services are tailored to each individual client's specific requirements. Clients range from Fortune 500 businesses to home owner. Training provided.

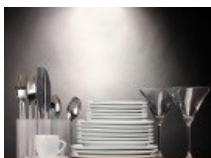
[Entertainment Venue & Rentals](#)



Asking: \$150,000
Contact: [Joe Khoury](#)
(213) 422-7088
Location: California

Seller has a turn key business to continue expanding or relocating the venue. Coordinates and puts on Weddings, Corporate events, Bar Mitzvahs, Fund raising, School reunions, etc. From start to finish with all equipment, vendors from Food, DJ, Decor, rentals, Staff and coordinators have been long term staff executing events for over three years. Seller will train for a smooth transition with current clients.

[Profitable Restaurant Supply/Dinnerware Wholesale/Retail Business for Sale!](#)



Asking: \$150,000
Contact: [Wen Chen-Karkhanis](#)
(310) 918-8169
Location: California

Well established business in San Bernardino for sale,

[Established Tire, Alignment, and State Inspection Auto Repair Shop](#)



Asking: \$125,000
Contact: [Tom Diedrich](#)
(214) 316-5882
Location: North Texas

the business was started in 1990, suppliers direct from China and local, store has been serving restaurants and walk in customers. The store had a great year in 2016 and sales is going strong for 2017. Asking \$150K including FF&E worth of \$10,000. Inventory of \$425,000 at cost is extra and negotiable.

The owner is very motivated in selling their Automotive Service and Repair shop specializing in a variety of automotive services (i.e.: New and Used Tire replacement and alignment, oil change, and state inspection, and other services). Low rent, multiple bays, lifts, and plenty of space for future growth, this is perfect for a new/experienced auto mechanic looking to expand.

More opportunities available...

- [North Texas - Profitable North Texas Trucking Company for Sale! Asking Price \\$349,900. Contact Mae Hines at \(817\) 915-9486](#)
- [North Texas - Growing Hydraulic Repair Business. Asking Price \\$375,000. Contact Yehuda Soewargo at \(817\) 584-8614](#)
- [Greater St. Louis Area - Pet Grooming Salon in St. Charles Co. Asking Price \\$86,000. Contact Julie Pumfrey at \(636\) 208-0753](#)
- [Greater St. Louis Area - Fantastic opportunity to own iconic Music Venue w/ Real Estate. Asking Price \\$1,600,000. Contact Brennan Giesler at \(314\) 496-3281](#)
- [San Diego County - 27 Beers on Tap and Amazing Catering Kitchen. Asking Price \\$190,000. Contact Desiree Wilson at \(619\) 884-7922](#)
- [San Diego County - Profitable Music, Dance and Fitness Facility. Asking Price \\$35,000. Contact Desiree Wilson at \(619\) 884-7922](#)
- [Triangle Area, NC - Eco-specialty family boutique - Priced to Sell!. Asking Price \\$40,000. Contact Danny Epstein at \(919\) 891-0440](#)
- [Triangle Area, NC - Existing AAMCO Franchise For Sale. Asking Price \\$350,000. Contact Danny Epstein at \(919\) 891-0440](#)
- [Central Arizona - Profitable 20 Plus Year Specialty Construction Company. Asking Price \\$300,000. Contact Lisa Riley at \(480\) 686-9031](#)
- [Northern Arizona - Durable Goods Manufacturing Firm. Asking Price Accepting Offers. Contact Lisa Riley at \(480\) 686-9031](#)
- [California - Restaurant/wine Bar at Beach, Owner carry, Employee Run. Asking Price \\$175,000. Contact Jim Moazez at \(562\) 477-6657](#)
- [Los Angeles County - Distribution business -Turn-key-Relocatable. Asking Price \\$195,500. Contact Ved Sajani at \(714\) 904-8457](#)



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