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The authority on buying and selling businesses

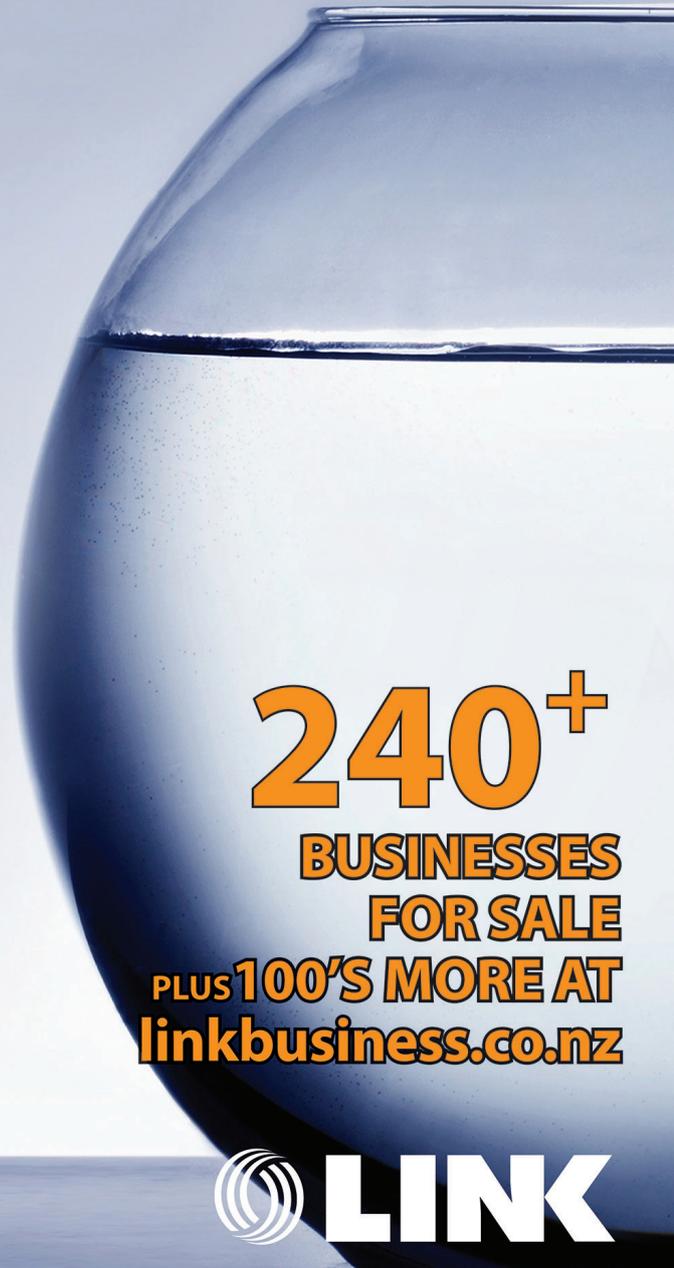
VOLUME 12, ISSUE 2

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the sale value

avoid surprise - be prepared

reduce
emotional
impact

exit strategies
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The authority on selling businesses



WELCOME FROM THE DIRECTOR

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

“Exit stage left.” While this may be a simple act for your local thespian, but for business owners considering their exit it can sometimes be a daunting task. In this issue of Business Broker we address some of the issues with exit planning and make suggestions to ensure your path to exit is smooth and trouble free. Selling a business with LINK can be a simple and rewarding process, and does not require months or years of preparation as many so called “experts” will tell you.

If your business makes a working owner a good living or better, chances are it can be sold. We regularly talk to business owners who have no idea of the value of their business or that it can be sold at all. Do yourself a big favour, call a LINK broker today and be sure to make an informed decision about your exit options.

Exit strategy is 90% about making the decision to exit. So if you think you are ready, take the first step and contact a LINK broker, you’ll be pleased you did. We hope you enjoy the articles and whether you are buying or selling a business, NZ’s largest business brokerage is here to help.

Sincerely,

AARON TORESEN
MANAGING DIRECTOR

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THE TEAM

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Chartered Accountant.

Whatever your business vision, one aspect of it should include a variety of options for exiting. Knowing that plans are likely to differ once the rubber hits the road, it is more preferable to adapt a plan, than have no plan at all. Exiting your business is the same thing. So, we need to help you get a plan.

WHAT IS YOUR STORY GOING TO BE?



START WITH THE END IN MIND

If you were to roll your life forward by 5, 10, 15 or 20 years, what story would you like to be able to tell about your business and other aspects of your world? How big is your business vision? And more importantly, do you have a plan to execute this?

What Story do you Want to Tell?

We all have different motivations. Firstly for wanting to build, and secondly leave a business. Any reason is not necessarily better than another. The point is to know your 'why' for exiting. Do you want to make lots of cash, move onto more exciting things, retire, reduce risks, or simply have a change of direction to gain more variety? What legacy would you want for your business past your personal tenure?

The reasons for leaving can impact the method best utilised to exit. Part of your 'why' can be nurtured by the simple concept of having a 'story' (sometimes solely in your own mind) of the way you would like your business exit to play out.

How will you feel if you shut the doors, walking into retirement with nil cash return? This might be fine. More power to it. If not, we need to help prepare you. How badly do you want to get some cash out of a sale?

Please do not underestimate the likelihood of shutting the doors being an eventuality. Statistics around NZ business owners suggest many of them are aged 55 or over. So too is the percentage who believe selling their business will be a significant part of their retirement planning. Importantly, more than half NZ business owners are in this category.

One problem inherent in these statistics, is there are less people 'following' who are genuinely interested in buying. Less people in number, but also less people with the owner attitude. Owning your own business has a different level of interest in the Generations X and Y compared with times past. Simple supply and demand concepts arise, so many business owners are likely to not only not get the price they want, they may get no price at all. Only the best businesses will sell in upcoming times. Or at best, the sale prices may drop significantly.

So, how do we ensure your business is one of the best so you get what you want?

Being Prepared for Exit

The main reason a business owner will successfully sell their business, is fundamentally because the business deserves to sell. To achieve a premium price, it will likely:

- Have sound, growing, maintainable profits (good return on investment),
- Be well capitalised,
- Ensure it has appropriately low risks,
- Focus on its points of difference in the product/service offerings,
- Operate with a great team of people dedicated to achieving the vision, and
- Is likely to be systems dependent, instead of key person dependent.

These do not happen overnight. Preparation, execution and a critical path are needed to create the overall combination desired. Once a decision to exit occurs, improving the above would form part of any exit strategy (if achieving an optimum price is preferred.) Different if 'getting out at all costs' is a relevant factor.

Exiting your business should always preferably be a choice, and on your terms

Key Things to Do Now to Prepare for Sale

These issues should all be addressed to maximize your sale price and chance of sale itself

- Have a plan for exit 3-5 years out so you can execute your plan well in time
- Work out the critical path of key steps needed to realize your vision
- Manage the profit growth to be sustainable and appealing to an investor
- Develop sound systems and processes to create /maintain simple but effective operations manuals.
- Remove the dependency of key people, growing competencies with others over time

Ways to Exit Your Business

There are various factors to consider :

Who to Sell to – an external independent party such as a competitor or aspiring business owner. One can also sell to employees. Or grow so big you have an Initial Public Offering (IPO). The differences are correlated to the extent of your 'why'.

How Much to Sell – You might exit completely or have a partial sale of your shares, keeping some involvement yourself. There are pros and cons of both, depending on your preferences. These include tax issues, a gradual approach to ensure goodwill transfers well, minimising risks of handover and other inherent risks.

Continued \$\$ Investment/Management – Do you want to have a manager involved in your business and keep ownership? This can occur sometimes by intent, but sometimes by default if there are no willing buyers at desired levels.

Setting a Business Maturity Date

Chuck Blakeman, in his book "Making Money is Killing Your Business" discusses a business maturity date. One sets a date which the business is no longer reliant on the owner, and also the time of day. Have a story to tell. It will help you achieve your vision and create a business that is worth selling.

Here's an example...

It is the 4th of July 2009. On 4th of July 2012 at 8.30am I am going to host a champagne breakfast with my team to celebrate them having run my business for the past six months. At 11am that day I am taking my Advisory Board to lunch. I head to the airport at 5pm with my family and we are flying to San Francisco to meet my sister who is travelling from Paris to help us celebrate. Due to the change in date line, we arrive on the 4th of July at 12.15pm and my sister arrives at 7pm. Together we are all going to watch the Independence Day fireworks at Fisherman's Wharf. The whole trip including accommodation, flights, tourist attractions and spending money is going to cost \$18,445.00.

At the date of writing this, I don't yet have any staff.

The above may sound far fetched but I can tell you I met this author on his 'business maturity date trip' to New Zealand in March 2011. His story (different to the above example) was in his book. If his business had been up for sale, he would have a better chance of exiting because the business was capable of running without him. He doesn't need to choose to exit his business. The point is that he can if he wants.

My example above (about my own business) is not 100% accurate, relayed for the purposes of example. However the essence of my story is real. So my question of you is this... What is your story going to be? And how badly will you make achieving it necessary?

Exiting your business should always preferably be a choice, and on your terms (i.e. nobody else's).

Be compelling in the execution of your plan, so you won't be another baby boomer 'shutting your doors'.

Trish Love is the founder of Love to Grow, Chartered Accountants who specialize in providing internal Chief Financial Officer (CFO) services and financial literacy education, in addition to general chartered accountancy services.

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Stewart Germann Law Office has been named Franchise Law Firm of the Year in New Zealand in the 2012 Global Law Experts Practice Area Awards. The Franchise Award was judged on client testimonials, recent key cases, legal rankings, overall reputation, publication contribution, speaking engagements and the performance and standing of the team's individual lawyers.

Stewart Germann and Clive Neifeld have over 30 years of franchising and licensing experience. They act for franchisors and franchisees from New Zealand and beyond, with international contacts in Australia, UK, Canada and USA. Put your franchise in experienced hands – contact us today.

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Legal Advice.

AVOID SURPRISE! BE PREPARED



A bad surprise received by a buyer, after he or she expresses initial interest in buying a business, or if the surprise is received during the due diligence process after a sale agreement (conditional on due diligence) has been signed, can be the cause of the buyer becoming unduly suspicious and losing interest or withdrawing from the purchase or seeking a reduction in the price. To avoid this, you as the seller should only offer your business ("Business") for sale when it is ready and to achieve this and avoid surprises for the buyer and its advisors you should anticipate the buyer's questions and have answers and supporting documentation conveniently available in the following areas:

- A **strategic plan** for the business;
- If a sale of shares in the company which owns the business (as opposed to sale of the assets comprising the business) **evidence of the company's solvency** including copies of its current finance arrangements (including overdraft facilities, finance and operating leases; hire purchase and equipment rental agreements) and details of any bank or other guarantees given by the company;
- **Up-to-date accounts** for the last financial year of the company (and for the previous three years) prepared by the company's accountants together with notes (if not shown in the accounts) of the basis upon which the assets have been valued;
- **Management Accounts** for the Business, preferably on a monthly basis since the date of the last annual accounts and a projected cashflow for the current year;
- An indication of **planned capital expenditure** for the next financial year;
- **Material contracts** including leases, licences, franchise agreements, standard terms and conditions of trade, agency/distribution agreements and any agreements entered into outside the ordinary course of business of the company;
- Details of any **informal or verbal arrangements** important to the Business;
- Details of any **breach of any material contracts** of the business;
- **Abnormal factors** likely to adversely affect the Business;
- Description of all **intellectual property** and **confidential information** (including patents, trade marks, copyright, business and trade names, logos and domain names) with evidence of the seller's ownership and if not owned then the agreement under which the seller has the right to use it and details of any infringement by third parties;
- Details of **computer hardware** and **key software used** in the Business and arrangements and costs of maintenance and any claims or threats received or likely from any third party for prevention of its continued use;
- All **leases, licences** or arrangements under which the business occupies its premises and details of any breaches including non-payment of rent, breach of authorised use of the premises and resource consent matters;
- **Employment Agreements** for all employees and where there is no written agreement then full details of the employment;
- Details of **employment policy** (including as to leave, redundancy, OSH matters, commissions and incentives) and of any current breaches or likely breaches by any employee of their respective agreements and any unfulfilled obligations of the seller and of any claims or proceedings brought or anticipated by employees;
- Details of **independent contractors** engaged in the business and of their service or consultancy arrangements;
- The current **insurance policies** covering the business and confirmation that the policies are valid and subsisting and if there are any claims;
- Details of **any legal proceedings** current or anticipated by third parties or taken (or proposed) by the seller;
- Evidence that the seller has all the **necessary statutory** or **third party consents** to lawfully carry on its Business and details of any breaches;
- Details of **any transactions between the seller** and any third party (including any director or person involved with the Business) that are not on an arm's length basis.
- **Consent to the sale** of the Business (i.e. from the Franchisor/ Licensor);
- Evidence that all **tax returns have been made** and tax paid including employee deductions;

This list contains some of the matters which a buyer will want to know about. A procedure should be put in place well before any proposed sale of the Business for preparation, updating and filing this information to allow delivery of a comprehensive bundle of documents and information to a buyer at short notice.

Always take legal advice.

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

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YOUR BUSINESS SALE NEEDS MULTIPLE BIDDERS TO MAXIMISE SALE VALUE

Many entrepreneurs would like to think that when their business is ready to be sold, a buyer will knock on their door and make an offer. This does happen, but less often than we would imagine. Even if an unsolicited offer does come in, the owner should almost never approve a sale when there is only one bidder because the price will almost certainly be too low. If the solitary buyer actually did pay a fair price, there would be no way to avoid the perception that the price was too low. There is a real risk of selling too cheaply when dealing exclusively with a single buying party in an isolated manner.

Successful business sales almost always involve a competitive bidding process – the active generation of multiple bids. It is therefore essential to identify and manage the areas of the multiple bidder process that can benefit the seller.

Consider:

- Certainty of Outcome
- Safety Net
- Negotiating Strength
- Market Place Management
- To Conclude

Certainty of Outcome

Most business owners, once they have made the decision they want to sell, would like to complete the sale and transition as quickly as practicable and, more importantly, with as much certainty as possible. Working on multiple buyers is a major step towards managing both the quality and certainty of the outcome.

Certainty is important for the business too. The employees often know when the business is for sale. The ownership change pending inevitably creates anxiety and restlessness amongst staff. Senior staff will want to know how this change is going to affect them so they can plan for their future. Then there are considerations surrounding customers, suppliers and even competitors. Again it is the strength of the sale management process in generating multiple buyer interest that will create a more secure outcome – for everyone.

Safety Net

The seller cannot control the enquirer or their interest in acquiring the business. Best that the

seller does not rely on sole buyer enquiry. Instead the seller should monitor that their interest is being managed across a number of interested buying parties. Bidders can abruptly call off for no apparent reason. Most often it's because something else came up that was more interesting, or something changed about their circumstances. When a bidder pulls out, it's usually impossible for the team selling the business to re-engage them. Safety for the seller is in generating multiple buyer interest.

Company sale negotiations can also have a disconcerting tendency to blow up at the 11th hour. This is often because both sides leave the really contentious issues to the very last minute. The outgoing business owner needs to take on board having signed a sale agreement, that this is only the first step. The deal in place must now survive a due diligence process. Due diligence may lead to renegotiation of some sticking point, so there is plenty at risk in having a single buyer. By definition these sticking points are contentious and difficult to navigate, which is why they often blow the deal up.

The safety net from the seller's position is to have multiple bidders going into the final negotiations. The all important back up agreement is a vital piece of kit for the seller.



Due diligence may lead to renegotiation of some sticking point, so there is plenty at risk in having a single buyer.



Signs of inefficiency for the seller are simply lack of interest from the market. Inefficiency is best handled with a well-executed smart marketing plan that is given time to work up more than one bidder.

Negotiating Strength

When businesses are being sold and bought the people around the table are all usually pretty sophisticated. But there is still a sales process going on, and very often large amounts of money and value are moving back and forth. Some of this process is just plain salesmanship – everyone trying to get the best possible agreement for their team.

If a business only has one bidder, I believe its plain hard to get the best possible deal. Many times, across the table in a sale situation, one side is trying to convince the other they have other bidders or targets. In some cases this may be true, which has a big effect on positions. But in the majority of cases, the assertions just don't ring true – the other side tried to make it believable, but ultimately were not convincing. I have come to the conclusion that in the majority of situations you cannot successfully convince a sophisticated buyer you have more than one bidder, if in fact you really don't. Equally if a buyer has invested heavily in the acquisition process, then it is unlikely they have a substitute target and are also doing their best to disguise the real depth of their interest in the sellers business too.

Every business sales team needs negotiating strength. Maintaining bona fide multiple bidders for as long as possible is the best way to build and retain that strength. When selling out follow through to see your sales negotiator has pulled in as many contenders as possible!

Marketplace Management

The marketplace to sell a privately held business is mostly illiquid and inefficient. This is not desirable and all the more reason to carefully choose your sales team. The sales team and seller must recognize early on that dealing effectively with inefficient and illiquid markets must be tackled up front.

A 'liquid market', or one with good liquidity, is one where transactions happen frequently and with good predictability. With business sales dependent upon buyers, - their motivation, skill sets, and funding ability - predictability and frequency are not the hallmarks of sales of privately held businesses.

An "inefficient market" also exists for business sales, a market where buyer/seller connections and the gathering and accessing of information is a fragmented process. All this contributes to the grind that can come into play when exiting – and buying! Just as much as there is a scarcity of buyers, the scarcity of sellers also contributes to the inefficient market. When these types of conditions exist in the market, deciding on what is maximum value can be tricky. The business must be correctly placed and presented in the market to minimize inefficiency. Signs of inefficiency for the seller are simply lack of interest from the market. Inefficiency is best handled with a well-executed smart marketing plan that is given time to work up more than one bidder.

So a seller should plan for a longer rather than shorter, and if necessary discreet, marketing strategy. This will provide the opportunity to maximize the number of contenders that can be brought to the table and be moved towards meaningful negotiations.

To Conclude – "Yes, Selling a Business Well Requires Multiple Bidders"

In my opinion, almost every time you sell a business, the exit strategy should centre on attracting multiple bidders. It is a hard ask to put the squeeze on maximizing business sale value with only one bidder, no matter how good the sales team is. The seller should remember too that maximizing value includes negotiating the terms of the sale as well as the price. An active multiple bidder sales strategy focus ensures Certainty of Outcome, Safety, Negotiating Strength, and effective Marketplace Management!

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SELLING YOUR BUSINESS IS A PROCESS, NOT AN EVENT

The post WW II baby boom (1946 – 1964) has frequently been described by demographers as a pig passing through a python. The baby boomer's impact on our society has created a myriad of opportunities and impacts as they've travelled through their different life phases. With this demographic currently making up the majority of SME ownership, many New Zealanders are anticipating the sale of their business will be the source of their retirement income. On the basis of the pig and the python analogy, the market for SME sales will soon be bulging with owners wanting to exit their business.

NZ has approximately 471,000 enterprises, of which nearly 320,000 are one man bands. A further 145,000 enterprises employ between 1 and 50 employees. A recent survey by accounting firm Grant Thornton revealed that 70% of NZ business owners were expecting to sell their businesses in the next decade to fund their retirement – nearly three times the global average of 25%. This creates a significant problem for NZ business owners in an economic environment with a low appetite for risk combined with tight capital markets and a shrinking market of buyers.

WHAT IS AN EXIT STRATEGY

Most good entrepreneurs often make the bulk of their wealth by maximising the sale price when selling their venture. A well-orchestrated exit strategy is a critical component of their business plan and is produced well in advance of starting the business. Most business people are

not entrepreneurs however and haven't started their business with the intention of strategically maximising the sale price. The majority of business owners only consider their exit when it comes time to sell. They tend to view their business sale and their retirement as a simultaneous event, often postponing the sale until the day they want to stop working; OR, they end up selling because of a negative event like a relationship split-up, a health issue, or a significant change in their business operating environment. None of these selling triggers create a favourable negotiating position for the owner. As a general rule, the faster the owner wants to exit the business, the more the buyer will try to force a reduction in the purchase price. The desire to exit signals either risk or opportunity to the buyer, both of which will impact the price. This often results in the seller accepting whatever they can get, which is significantly less than if they'd had a well-planned exit strategy.

Putting an exit strategy in place sooner rather than later is simply common sense. Leaving it until you're desperate to get out, and then attempting to sell your business at short notice rarely works because you've given up control of the sale. When preparing your exit strategy, always start with the end in mind. Determine what it is that you want from the sale, and what you're prepared to do to achieve this. If your plan has always been to build equity in your business that you can one day transform into cash, you'll need to start planning that transformation process now. Your exit strategy is the plan you will use to sell your business, release your equity and harvest your investment.

Baby Boomers have a tendency to re-shape entire industries.



WHAT ARE YOUR SELLING/EXIT STRATEGY OPTIONS?

There are several options for selling your business, but for our purpose we'll stay focused on those applicable to SME's. Options include:

Become a Business Acquisition Target – The process of acquiring a business to build on strengths or weaknesses of the acquiring company. The end result is to grow the business in a quicker and more profitable manner than normal organic growth would allow.

Appeal to your Competitors as a Merger Option – A merger is similar to an acquisition but refers more strictly to combining all of the interests of both companies in to a stronger single company.

MBO (Management Buy Out) – Is a form of acquisition where a company's existing manager(s) acquire a large part or all of the company with options to buy additional shareholdings at set intervals or on achievement of performance targets. This might also extend to critical staff who are offered options which are only convertible after the final transfer of the owner's shares has been completed. This is designed to ensure that key staff remain with the business.

Business Buy Out – The outright sale of the business to a third party. Buyers generally have some industry knowledge or are attracted by the financial returns of the business.

Succession – Handing the reins of the business over to a family member or pre-determined successor. The previous owner frequently retains a shareholding or an influential role as a Director or board member.

Liquidation – Close the door sell off the assets and cease trading. An unfortunate default strategy for the unprepared.

Identify and understand where the real value in your business lies. Is it your unique product or service, is it your customer database or supplier relationships, is it your IP or your brand, or is it simply the value of your physical assets? Maybe it's the quality of your staff and the relationships they have with your customers? Whatever your critical assets are, identify how you can capitalise on them and who would be prepared to pay you for them. It may be as simple as running a well organised, well managed business with fully established business systems that would be easily transferred to a new owner.

Always be buyer ready. It's never too late to prepare your exit strategy.



BUYERS – WHO ARE THEY?

Based on the reasonable assumption that an increase in the number of business sales is imminent, and irrespective of the sizes and types of business, the question remains: Who is going to buy them? From a generational perspective, a lot of the early business sales will most likely transfer to the late baby boomers who are currently just turning 50 and seeking opportunities for growth, expansion or financial independence. For example, they may be managers of an early baby boomer's business willing to consider an MBO, or they may be seeking to expand a business they already own through acquisition. As the volume of businesses for sales increases, the market of buyers will start to shrink as the late baby boomers appetite for risk reduces and generation X buyers, who are currently in their prime income earning years, begin to enter the market. The problem here is that as the shoulders and hips of the pig pass through the python, generation X buyers will be represented by that tiny dessert that followed the main course. Add to this that they're well educated and savvy, and they'll be picking the eyes out of whatever's on offer. If it doesn't stack up they'll move on because they'll be spoiled for choice. Don't count on generation Y buyers, they have high student debt and they've just entered their working lives at a time of high unemployment and are wondering how they'll ever afford a house, let alone a business. They'll be starting their own businesses or they'll be thinking about how they can attract your market with a more sophisticated offering. You might consider employing a generation Y person, get them to re-engineer your business, and then offer them a shareholding. Failing this, the government's immigration policy may be your only remaining hope.

Unless the number of buyers increases significantly there will be an erosion in valuations for business sellers during this rush to exit.

WHAT DO BUYERS WANT?

Buyers can be distilled into two categories:

- 1. Strategic** – Strategic buyers look for a purchase to compliment, expand or diversify an existing business and may be prepared to pay a premium.
- 2. Financial** – Financial buyers are more interested in return on capital than the industry the business operates in. In today's low interest investment environment, many buyers are looking for a vehicle to provide them with reasonable returns. These buyers are more price driven and are careful not to over pay.

Either way, all buyers will be looking for the following in their search for a good business:

Quality Information – Rule of thumb – the more transparent the business information, the more trustworthy it is. Buyers won't make decisions if the quality of information is poor.

Realistic Price Expectations – Most sellers have unrealistic expectations of their business's value and believe it's worth more than the market is prepared to pay.

Well Presented Sales Collateral – A complete business presentation document with comprehensive details about the business, the industry, its resources and its future opportunity for growth or expansion. This document needs to make an impression so you can 'sell the sizzle'.

Owners Who are Prepared to Stay Involved After the Sale – Plan your sale date and your exit date to be different. Expect buyers to want to retain owners for a period of time to ensure a smooth transition and to download all of their knowledge and contacts to the new owner. Depending on how your deal is structured, your final payment from the Purchaser may be determined or incentivised by future business performance which you'll want to ensure is optimised.

Business buyers are only prepared to exchange hard earned cash for a solid income that is well above what they could achieve from passive investments. Businesses valuing themselves on the basis of one year's EBIT figures don't deserve an investor's money. Give potential business buyers credit for being at least as smart as the sellers. After all, a significant number of buyers have probably business owners that have successfully cashed up their previous business.

DO YOUR OWN DUE DILIGENCE

Most business owners review their financial performance on an annual basis and judge the ongoing performance through their business bank account. Compliance, contract and employment documentation is often poor or non-existent, and the value in documenting business processes and operating systems is never even considered. When the time comes to sell, there is no documentation to demonstrate the value of the business aside from annual accounts which have often been prepared to minimise tax rather than demonstrate financial value. A failure to identify business weaknesses in advance can often lead to the withdrawal of an offer or be cause for a price reduction when uncovered.

Prospective buyers typically review every detail of the business in a process called *due diligence*. As a seller, you'll need to anticipate the buyer's questions and scrutiny and prepare your answers and arguments in advance. In order to do this, the owner needs to be their own biggest critic. This is usually the first time since starting the business that such a detailed review has been performed. After completing this process, many owners have a much more comprehensive understanding of their business – some even identifying that had they known what they learned through the process, they might have been more successful.

If you want to sell your business to create retirement funds in the future, take the time now to create an appropriate business exit strategy. Identify your critical assets and your potential buyers. Carefully structure your plan so you understand what liquidity should be there for you. Make it an objective to run your business in a manner that if you received an irresistible offer today, you would be confident that the buyers due diligence wouldn't uncover anything that would cause them to withdraw their offer. Once or twice a year look at your business as though you were interested in buying it.

Time will tell whether retiring Baby Boomers exit their businesses dancing into retirement or shuffling into uncertainty. Either way, as a generation, the Baby Boomers have managed to re-shape entire Industries. Their retirement may just be the catalyst that transforms exit strategy planning from a last minute scramble to a business best practice.

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Before you give up – get a website audit.

Times are tough. It can be hard for small businesses to stay afloat and sometimes you need to think outside the square to increase your revenue. Before you give up on your business and throw in the towel, the website experts at Zeald may be able to help you.

A bad website could not only lose you sales but also destroy your credibility and therefore, your offline sales.

One way we have found to describe a website is to think of it as an "Online Branch Office". The key factors that determine success in a physical branch office can be applied to a website.

The revenue of any business is determined by four key metrics:

- **Leads:** The number of people that enquire about the products or services of the business.
- **Conversion Rate:** The percentage of 'leads' that purchased products or services from the business or made an enquiry. (A 20% conversion rate means that for every 10 leads, the business made two sales).
- **Transactions:** The number of times a customer purchases from the business over their lifetime as a customer.
- **Average Sale:** The amount of money that each customer spent on average at the business each time they purchased.

One of the golden rules in business is this - if you can increase any one of these four key metrics then your business will achieve greater results, leading to an increase in profits.

Running a successful website doesn't have to be an uphill battle. If you want to know exactly what's holding your website back from performing at its full potential, then Zeald's website audit service is for you.

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Social Media Consultant.

So you're thinking of selling your business.

HOW DOES SOCIAL MEDIA MAKE A DIFFERENCE TO YOUR SALE PRICE?



When it comes to having an exit strategy, you will have thought long and hard about what your business should look like when it comes time to sell, and have been working towards that goal for some time. Your assets are all in place, your sales are strong, the place looks in ship shape, but have you given much thought to your database, and in particular, your online data base?

If roughly only a third of New Zealand companies have a website currently, how many companies have, and talk to their database regularly? You see, those people on your database are maybe a mixture of your customers and prospects, with emphasis on the word prospects, they are your future customers, so it makes sense to keep them up to date with valuable news and content from you, to keep them wanting what you offer.

The other online places you should have databases, are your social channels, channels such as Facebook, Twitter, LinkedIn and even YouTube, and whilst you should always think of these areas as rented real estate, they are still part of your overall database.

I say they are rented real estate, because you don't own them, they can be gone in the flick of a switch if the platforms choose to do so, so they will always be vulnerable. But they are still an asset and an important part of your business.

If you haven't already got much in the way of a database, start building one now:

- 1 Get your customers** - Call each of your customers and ask them for their email address. Explain you would like to keep them informed with your new monthly newsletter which will cover content that responds to their problem, need or desire. For example, if you are a local restaurant, your database may want to hear about menu changes, food allergy options, easy car parking and events.

- 2 Newsletter sign up** - Put a newsletter sign up form on your website for others to subscribe to. This should be as part of your main template so that it shows on every page.

- 3 Find them** - Find out where your target market is hanging out online, and set up the relevant social page such as Facebook or LinkedIn depending on the outcome. With our restaurant example, Facebook would be an obvious choice, so post your opening hours, today's specials, what's in season. The great thing about using a platform such as Facebook, is you get to be able to chat with your customers very easily, and so developing a deeper and loyal relationship.

- 4 Subscribe** - Can your product be demonstrated well on video to capture subscribers through YouTube? What goes on in the kitchen, testimonials from happy customers, shopping for what's fresh at the local market could all be great short videos.

Companies that have amassed thousands of connections, followers, fans and now even pinners, have got a great opportunity to talk to each and every one of those people on a regular basis, keeping your brand on their radar for when they or someone they know, needs your product or service.

Social media marketing is not a silver bullet, it takes time and patience to get your message right, get a reasonable size base together and keep the relevant content rolling, so plan early on and make a start.

A company with a large database of customers, prospects and a great social presence of happy fans and subscribers will be far more attractive to a buyer in this digital age than one without any presence at all. Make sure you are ready.



Linda Coles of Blue Banana is a social media consultant, speaker and author of the book "Learn marketing with social media in 7 days".
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Business Broker.

“One of the main reasons for this lack of preparation is that many owners are either simply not aware of what they need to be working on in advance or think that everything will somehow be sorted at the time their businesses are being sold.”

HOSPITALITY EXPERT

Most small to medium business owners take the view that if they run a good business they should not only make a healthy income while operating the business but should also be able to sell it for a very worthwhile, tax free price provided, of course, that the business can be transferred to a new owner.

We at LINK, as business sales specialists, share this viewpoint and usually become involved in the process when a business owner has decided to sell as we are able to achieve excellent results in the market place given our presence, skills, knowledge, contacts and resources. However, we also are aware that a lot of these businesses could have sold for even higher prices than they eventually did sell for if the owners had been better prepared before putting their business on the market. In other words, many business owners seem to have an exit strategy that consists almost entirely of selling their business at some time in the future for a good price, without giving much, if any, thought to what preparation needs to be done, in the meantime, to maximise the price that the business could sell for when the business finally goes to the market.

Some of the areas that business owners can ensure are ready before putting the business on the market seems obvious and apply to most businesses such as having up-to-date financial information available, equipment in good working order and written staff contracts in place. Other areas may not be so obvious and are likely to be more industry specific such as having signed contract agreements with key customers and suppliers in place that can be transferred to a new owner, trademarks properly registered and records showing particular activities are compliant with local body regulations.

My area of expertise for the last 20 years has been in selling hospitality businesses, especially cafes, restaurants and bars, and I have been involved in the sale of considerable number of these over the years. What I have noted, and what has prompted me to write this article, is that even with highly profitable, well-run hospitality businesses there is at least one if not several key elements necessary

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for a successful sale that are missing at the time the owners put their businesses on the market. Despite its importance one of the most common is not having sufficient up-to-date financial information available that is relevant to the sale of the business. This is such a vital area in the sale of any business yet all too often the financial information we receive is very limited, out of date or too piecemeal to do the business justice at the time the business is listed for sale. Other areas of importance in the sale of a hospitality businesses include not having a sufficient length of lease, the business being priced too high, the premises and equipment not being clean and in good repair, council requisitions outstanding and so on. All of these should be sorted before the business goes to the market if it is to sell well. While a lot of these matters are usually addressed over time what is lost in the interim is the initial interest and enthusiasm of a lot of good buyers who are less likely to pay a good price for the business as time goes by, that is if they are still in the market to buy by then.

One of the main reasons for this lack of preparation is that many owners are either simply not aware of what they need to be working on in advance or think that everything will somehow be sorted at the time their businesses are being sold, which we know can take time, cause a lot of frustration and unnecessary expense, lead to buyers walking away, a lot of advertising and marketing wasted, agreements falling over and the businesses finally selling much later and for lower prices than they should have. This is very disheartening to see but it happens more often than not. The upside of this though, is that better prepared businesses are much more likely to sell far more easily, and more successfully, than those that are not.

By contacting us well before you intend selling we can be of much greater assistance to you, in the long run, as we can point out the areas that you can start working on that will help us market your business to achieve a better price, and more quickly, when

you are ready to sell. After all, your business is not just a job it is also a valuable asset that should be looked after and sold for the best possible price and the time to start looking after it and grooming it for sale is now. Your call to us about this could prove to be a lot more worthwhile than you realise!



Chartered Accountant.

REDUCE EMOTIONAL IMPACT BY APPOINTING A QUALIFIED ADVISOR

As a business owner wanting to realise the product of your hard earned efforts by selling your business you are being faced with increasing challenges. You are not alone. Statistics in both Australia and New Zealand show that around 60% of business owners are older than 50 and over 20% are over 60. This suggests that the number of businesses that will be offered for sale over the next 5 to 10 years will increase significantly. This supply of businesses for sale is unlikely to be matched by an increase in the number of buyers – leading potentially to an intensely competitive market in which “first in, best dressed” will apply. Inevitably there will be downward pressure on valuation multiples. How you should prepare for this and what exit strategies should be adopted are becoming increasingly important.

Here are some strategies you should think about when considering the sale of your business:

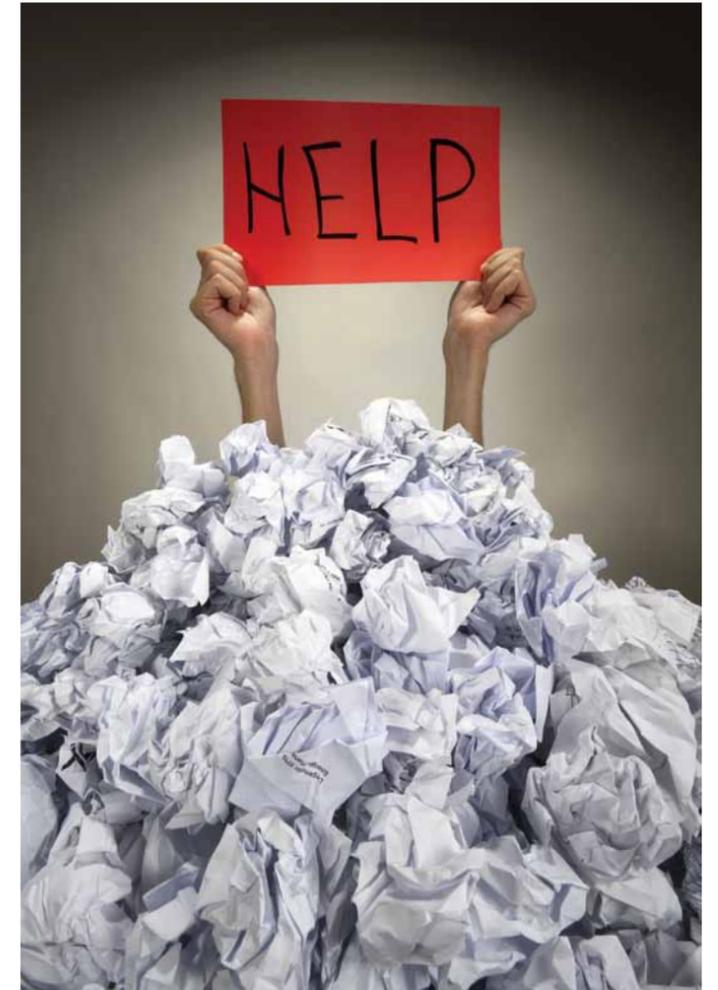
PREPARATION time is critical. The longer the period to exit the greater the opportunity to implement strategies that will increase the value of your business. Some business brokers have reported that around 80% of businesses presented for sale are not in a ready state and are rejected. A period of 2 to 3 years prior to sale should be planned. This may appear obvious but a proper preparation process will require the time – after all 3 years is only around 750 working days!

WHO will buy the business? The ANZ’s 2010 “Privately-Owned Business Barometer” suggested only 13% of businesses had formal plans in place for succession. Potential purchasers may include insiders such as family members or management in the business, or external buyers such as a strategic investor (possibly a competitor). Thinking carefully about who the potential buyer may be assists greatly in the exit planning process. In particular, the emphasis of each buyer will differ. External buyers will naturally be more cautious about risk in the business.

REDUCING risk will increase value. A significant determinant of business value is risk. The higher the risk the lower the value. By addressing actual and perceived risks in the business early, you can reduce discounting for risk. Risk includes a number of factors such as industry, business and information. For example, demonstrating a sustainable competitive advantage, sound business systems, a consistent profit record and a plan for the future simplifies the due diligence process for any buyer and at the same time reduces risk.

PURSUE growth strategies. Typically buyers of businesses tend to price businesses based on a multiple of historic earnings. Although future earnings are relevant, these tend to be discounted if the earnings forecast cannot be justified. By implementing strategies that enable the business to grow, you will increase the attractiveness (and the value) of the business. A growing business, or a business that has a realistic, demonstrable growth path, will attract a higher valuation multiple.

RELIANCE on the owner. A critical part of the business sale preparation process is to ensure the reliance on the incumbent business owner is reduced such that the “personal goodwill” factor associated with the owner is similarly reduced. The business should be capable of being managed without the active involvement of the owner. It is possible on-going contractual arrangements may be agreed after a business sale but these should not involve a key dependency on you, the former owner.



PREPARE an exit plan. This is as important as any business plan. The exit plan should be a carefully documented action plan clearly setting out issues such as the targeted timing of sale of your business, which advisors you will involve and what actions and accountabilities you will need to take to properly prepare the business for sale.

Selling a business can be a very emotional experience for a business owner. Introducing simple strategies such as a properly documented exit plan, allowing sufficient time to prepare the business for exit and appointing properly qualified advisors to assist in the preparation for sale, will assist in this process and significantly reduce the emotional impact on you and increase the likelihood of a successful sale. Recent statistics show that just over 20% of business owners successfully sell their businesses. Rather than contributing to these statistics, if you wish to sell your business, you should adopt exit strategies and be ahead of the pack at a time when many other business owners will be vying to realise their retirement nest egg.

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OPEN HOME... OPEN BUSINESS

Imagine that you would like to buy a new house – once you have done some basic homework on the area you want to live in, you visit all the open homes in the area. What makes you want to take a second look? If the property is tidy, well cared for, you accept it has been staged for sale – but not over-staged, you might be quite interested and prepared to make an offer at a premium to other homes for sale.

If, on the other hand, the property you view is untidy, cluttered with unnecessary furniture and belongings, in need of lots of TLC, or it looks like the owners have used a band aid to hide what really needs doing, you're probably going to take the easy option and walk away.

Selling your business is very much like selling your home. So how will you attract buyers (more than one please!), keep them interested after the first "open home" and get the best deal that's a win-win for you and the buyer?

Get The Timing Right

A systematic exit and sale of a business will by far deliver the greatest value to you and help achieve your personal goals. The fire sale of a business will rarely deliver a good harvest for the seller - a tired vendor will accept any offer.

As Michael Gerber says in his book *The E-myth Revisited*, "the purpose of business is to sell it, whether or not you choose to"

Having your business polished and ready for sale gives you the option to sell when you are ready, rather than in desperation when all else is failing around you.

Focus On Value First Then Price Will Follow

The key to successfully realising the full sale potential is to remember it's all about the buyer.

Put yourself in the buyer's shoes in every plan and decision you make about selling the business, and you are more likely to get closer to achieving your goals. Successful business sales focus on two things: increasing value for the buyer and decreasing their risk.

So first you must understand the buying process so that you can maximise the business value in the selling process.

What Is The Buyer's Perspective?

When the buyer looks at your business they are asking themselves these questions:

1. Do I understand what this business does?
2. Can I make it better or be successful running it as it is?
3. How much will it cost?
4. Will I really get what I think I am buying?
5. What will I do if it is not as good as I think it is?

A buyer is usually looking to take your business and make it better. They want to understand both opportunity and risk and they want to be sure that it is what you say it is.

What Does This Mean For The Seller?

At its simplest, applying the buyer's perspective is working on the checklist of information the business owner needs to prepare to "stage" the business for sale. A good first step is to review your Annual Accounts to focus on what makes money in the business and eliminate non-critical business expenditure such as one off expenses and personal expenses claimed through the business.



Other ways to reduce risk for the buyer is to document customer and supplier contracts, and ensure key employees are locked into the business. Primarily this reduces the risk to the buyer of the change of ownership significant affecting the business.

It's more than just having all questions answered for the buyer, although that will help the due diligence process along nicely. To use the homebuyer's analogy, this is like making sure that there are no issues in the LIM or the building report, and if there are, you have a solution already planned or an answer for the buyer.

The real opportunity for you, the seller, to improve your return on the sale is to be able to demonstrate opportunities for the buyer to grow the business. For example, a client of ours actively sought negotiations with other suppliers and customers prior to and during the sale process so that there were good opportunities awaiting the new owners.

As a seller you should carefully consider who might be potential buyers of your business, view your business from their perspective and identify opportunities that they could take if they owned your business. These opportunities could be pure revenue generation or about developing existing assets and capabilities.

How The Buyer Gets To The Truth

Due diligence is the term given to the process that a buyer undertakes to uncover risks not already presented to them by the seller, for example, additional liabilities or future additional costs of owning the business or the potential loss of revenues (maybe because the owner goes away).

It is the buyer's advisers' job to find problems. The more concerns the buyer has about the business, the less confidence they have about owning the business and greater the risk of a price reduction. So it's important to plan for a fast and clean due diligence process. This planning may take a business owner up to 2 years to be ready. No skeletons in the cupboard!

For many businesses we recommend getting independent advisors to undertake a due diligence "dry run".

Key Points:

- 1 Prepare the business for sale so you can negotiate from a position of strength
- 2 Make sure you have multiple buyers and know when to walk away.
- 3 Present the business from a value perspective.
- 4 Make the deal simple and reduce the risk by documenting everything you know about the business.



ARTICLE BY Philippa O'Mara, Director, Engine Room CA Limited

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Finance Advisor.

Richard Ede from Bank of New Zealand talks about financing options and tips for Mergers and Acquisitions (M&A).

FINANCING MERGERS OR ACQUISITIONS

Whether you're acquiring a rival, merging with a compatible business, or just starting your business expansion, the way you structure your financing is important in setting the platform for future success.

Whilst it would be fair to say that the level of M&A activity has reduced significantly since the Global Financial Crisis (GFC), we are now starting to see increased activity in this area. The main differences between today's transactions and the pre GFC era are that buyers are more circumspect and are willing to walk away from the deal if it's not entirely to their satisfaction and earnings multiples to determine the Enterprise Value have reduced across the board. The flow on from this is that you should have more time to make your decision and buying a business has become more affordable in most cases. Every M&A is different though, so the type and structure of the financing involved needs to be matched to the needs of the new business and its stakeholders.

Types of financing to consider include:

1. TRADITIONAL BANK LENDING

One of the top tips given on The ICEHOUSE growth programmes is not to use your own money to finance growth, but instead to maximise your leverage in bank lending to keep your cashflow position strong. Though of course, the bank is always keen for you to have sufficient "skin in the game" and the level of financial leverage needs to be at an affordable level allowing for any likely adversities that may occur. M&A funding is often based on what is known as an 'EBITDA multiplier', or earnings multiplier which is how many years of EBITDA it will take to repay the debt. This is calculated as Debt/EBITDA.

2. SPECIALIST LENDING

If you want a greater level of leverage, or are financing a more significant M&A, other more specialist types of lending include:

- **Asset Finance** – lending against the vehicles, plant or machinery of the business;
- **Property Finance** – lending against the property of the business;

- **Debtor Finance** – lending against the debtor book so its similar to factoring but typically cheaper and being confidential, you keep the relationship with your customers;
- **Leveraged Finance** – lending against the cashflow in a business for the larger M&As, typically on an EBITDA multiplier.

3. VENDOR FINANCING

Where the original owner leaves equity in the business, most commonly in the form of a personal loan or alternatively as a minor shareholding.

This can be especially attractive where the experience of the previous owner is invaluable.

4. PARTNERSHIP/OUTSIDE EQUITY

A new equity partner can be a great help to jointly take on the cost and benefits of purchasing a business. However, it'll pay to carefully consider the personalities involved, have a common understanding of goals and responsibilities, and ensure there are clearly defined exit strategies.



Not to use your own money to finance growth, but instead to maximise your leverage in bank lending to keep your cashflow position strong.



5. PRIVATE EQUITY

Private equity firms can be another source for larger funding requirements, however you need to be aware of their expectations with regards to return on equity, their exit strategy/timeframe and the level of governance or management control they require.

No matter how you structure your finance, the time and research spent on due diligence at the beginning of the process can often make or break a M&A, so here are some of our top tips

ASSESS SYNERGIES: Ensure you have a sound understanding of achievable synergies to determine the future maintainable earnings. Ask what new revenue sources this opens up to you, what costs could you save, what processes could you improve?

CRITIQUE THE PRICE: Drill down on how the price was determined and check this against industry 'norms' to confirm the business is being offered at fair market value e.g.

- **Assets** – are they fairly valued, well maintained, due for replacement/upgrade?
- **Debtors** – what's the bad debt ratio and are there any large outstanding debts?
- **Goodwill** – how was goodwill calculated, how reliable are future earnings, who are the key customers and what are their future prospects?
- **Earnings Stability** – a volatile earnings history will increase the risk and reduce the value.

Seek advice: The Kiwi trait of 'do it yourself' is not recommended when you're about to invest in an acquisition, a few well-spent dollars on legal and accounting advice early on could save you both time and a lot of money in the long run. What we often see is owners seeking advice at the last minute where less value can be added.

Assess the risk: Time spent assessing the risks and how to mitigate against them can be a key determinant of success e.g.

- How dependent is the business on the current owner? Will major customers or suppliers be retained if the owner leaves? What verbal commitments (versus written contracts) have been made and will these be assigned to the new owner? In the current environment verbal agreements are often worthless.
- Will key staff be retained? Do the cultures clash? This is an aspect that is often over looked.
- Are financial projections realistic based on historic performance? What are the recent sales results and industry trends that could impact on business performance?

Ensure Sufficient lending: When considering the amount to borrow, always ensure a large enough buffer to cover cashflow contingencies as typically there will be unforeseen one-off costs or cashflow lags. Remember, "cash is king".

One of the reasons we've been successful at the BNZ is that we listen to the needs of our customers, provide the full range of standard and specialist financing options to provide an innovative and flexible financing solution. You should expect nothing less of your banking partner.

What we often see is owners seeking advice at the last minute where less value can be added.



ARTICLE BY Richard Ede has 22 years business banking experience, is a fellow of the AIBF (Australasian Institute of Banking and Finance) and has considerable experience providing banking solutions for M&A's.



Feel free to call me directly should you wish to discuss any of the above for your own situation.

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FINDING MORE OF YOUR BEST CUSTOMERS

SO, YOU'VE GOT AN EXCITING NEW BUSINESS AND YOU HAVE GOT GREAT CUSTOMERS. CHANCES ARE, SOME ARE BETTER THAN OTHERS; WHETHER THEY SPEND MORE IN STORE, OR ONLINE, HAVE GREATER ON GOING NEEDS, OR MUCH HIGHER OVERALL LIFETIME VALUE. THE BEST WAY FORWARD, IN TERMS OF BUSINESS GROWTH AND MAXIMISING YOUR GAINS, IS TO GET MORE OF YOUR MOST DESIRABLE CUSTOMERS.

Targeted acquisition

First, you need to be able to identify them. Look to the data you have currently, at point of sale, or whatever you have access to, and start drilling down on the similarities and characteristics of these people – we'll call them the 'A's. If in doubt, many professional marketers can help you to isolate who your high profit customers are and build a profile of them that you can use to direct your marketing activity.

Once you've got an idea of who those 'A's are, it's time to find more of them. Often though, that's where the confusion comes in as there are now so many ways to reach people... So, where does one start? Again, this is where a professional comes in. Not only can they really drill down on the "who", but they can tap into the multiple channels at their fingertips, across print, online media and direct mail to reach the exact type of people that you want more of, the 'A's.

How the experts do this can seem like a bit of a 'dark art', but these data guys have access to incredible wealths of information that they can turn into insight and use to find people based on gender, age, income, career type, geographic location, spending habits – you name it!

New customer acquisition undoubtedly carries some form of price tag, but it's an investment. Maximising the return that you get on that investment is a matter of keeping your activity as targeted and focused as possible.

Lifetime value and skillful retention

Getting new customers (and the right kind of customers) in the door is the first challenge, but don't sit back when they all arrive and think that your job is now done and the growth you were gunning for has been achieved.

Next you need to make sure that you're meeting all of their needs, both the ones you have already been catering to, and perhaps some additional ways that you could add value. If you're listening to their needs, instead of just focusing on the outward, one-way sharing of your messages, opportunities for providing better (more valuable) service are likely to appear. This will help you maximise the lifetime value of your customers.

The last word, though, goes to retention... "There's no point filling the bath tub while the plug is out", as the adage goes. This applies so well in business as we need to make sure that we are keeping our existing customers happy, so that they keep doing business with us. The danger here is that we focus so single-mindedly on new business, that we end up churning new customers through our business and out the other side.

Our advice: Once you've got them, keep doing what you do well and exceed their expectations. If you need some help drilling down on the best people to target, and how to get them, give us a call!

Article by Logan Wedgwood

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MAKING A (LONG-TERM) SPLASH IN YOUR NEW MARKET

So often we jump in the deep end and then we're left just splashing around. Entering a new market with a splash is still a good thing, but you don't want to sink once the water has settled. There is a phrase we all know about 'just keeping your head above water'. You could settle for that, but I imagine you want to do much better...

What you need, as a new owner of a business, is a coherent, well thought out plan that communicates your key messages, as effectively and efficiently as possible to your target audience.

There is no secret formula, or one flashy idea that will get you noticed and achieve lasting results. The best results come from presenting your brand voice in regular, consistent communications, which encourage positive word of mouth and keep you front of mind with your market. A copywriting or marketing professional can work with you to build a coherent strategy that will achieve maximum impact for your business and will help to keep all of your messages professionally consistent.

Whether or not you choose to engage with a professional though, there are things that you can do to start planning your own Marketing Communications strategy that will set you apart in your market. Here are a few things to consider:

1. ESTABLISHING YOUR TARGET AUDIENCE

This seems like an obvious point; surely you know who your target market is if you've acquired this business? However, so many people miss or skim over this vital step. Consider not only who currently buys your product or service, but also who could buy it? What other uses or benefits does it have?

Then, look at the evidence. Find as much data as you can, and if this doesn't exist yet, start collecting some. What you want to determine is who your most profitable customers are, because that's who you want to find more of. Marketing and customer acquisition carries a cost, in terms of time, resources and often money, so you want the most value from those you do acquire; the best possible return on your investment.

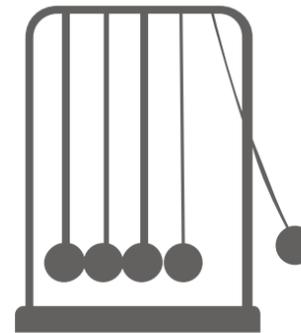
Be as specific as you can and really drill down to the detail. Some people find it helpful at this stage to use imagery, arriving at a picture of their ideal customer with all the socio demographic details defined. Involve your team in this brainstorming. It's a fun exercise and will likely turn up more creative results than one person can generate on their own.

2. WORKING OUT YOUR KEY MESSAGES

When you've done the first step of defining your ideal customer, this part becomes easy. To work out your key sales messages, all you need to do is consider the burning questions of your target market...

- What is their primary need, relating to your product or service?
- Which of their challenges or problems does your product or service solve?
- What would be their barriers, right now, to purchasing your product or service?
- What reassurances do they need, or questions must they have answered before they can purchase your product or service?

The answers to these questions will provide the basis of your key messages. Your aim is to acknowledge the need or challenge that your customer is facing, then answer the questions and provide the reassurances that currently form their barriers for engaging with you.



3. FIGURING OUT THE CHANNELS TO MAKE IT ALL HAPPEN

Once you've worked out your target audience and the messages that you want to share with them, you need to work out the best way to reach them. This planning comes back to thinking about your target market again...

- Where does your target market reside and spend their time?
- Where do they get their information?
- Who do they talk to and trust?

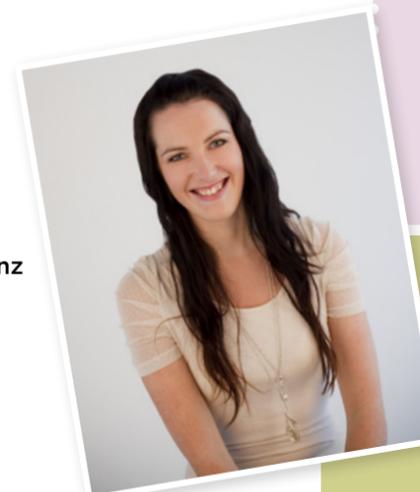
With the advent of new media and technology, social networks and the like, the channels that businesses have available are more varied and numerous than ever before. Consider PR, traditional advertising, email marketing, social media marketing, viral and guerilla marketing, or even whether a launch event could be the best way to start your new campaign...

Most likely, you can successfully utilise a number of different channels and, for the best results, your messaging should remain consistent, but with varied content across different channels, over time.

These steps provide the starting point for planning your Marketing Communications. With a coordinated strategy, your new business will be sure to make a splash that continues to achieve positive results long-term.

This article was supplied by Christina Wedgwood: Director, Writer and Content Strategist at Intelligent Ink.

09 629 4213
Christina@intelligentink.co.nz



INTELLIGENT INK

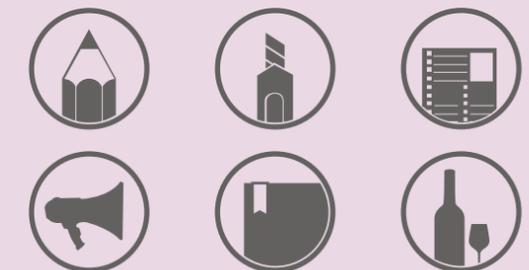
CLEVER THINGS WITH WORDS

NEW BUSINESS OWNER? NOT QUITE SURE WHERE TO START WITH YOUR MARKETING OR COMMUNICATIONS?

Intelligent Ink specialise in copywriting, professional editing, marketing planning and strategy, PR, research and analytics and event management.

With extensive Marketing, PR and publishing experience, we have strategic thinkers and writers who work with you to help you plan your Marketing and Communications strategy. We even have graphic designers and whizz-bang website experts too and completely take care of the process for you.

We'd love to work with you to launch your new business with a bang and continue its momentum and impact long-term. We've got the tools to take your message to the country.



GIVE US A CALL!
09 629 4213

HOW TO INCREASE VALUE of your business by looking after your most valuable asset

Even if your business has millions of dollars worth of equipment and the most trained staff in the world, there is one often overlooked asset, which is in reality the most valuable one. Let me introduce your most valuable asset to you - The LIST, which is a collection of your customers, prospects, suppliers and other business contacts which guarantee prosperity of your business in the future.

And if you think it's a bit too ambitious to consider The LIST your most valuable asset, lets consider for a moment:

- you know with certainty that even if you loose all equipment, you can buy new.
- you know with certainty that even if you loose all staff, you can hire new.
- you know with certainty that even if the paperwork is not complete, it can be completed.
- there is no certainty at all you can secure the same volume of customers, the same caliber of of contracts and the same level of earning if you do not have a customer base.

It's OK for a start up business to take time building a customer base. It's not OK for a mature business someone is buying to start from scratch.

Even though The LIST may have no monetary value in Sales & Purchase Agreement, it carries a guarantee of future business prosperity and as such holds the power over the price someone is willing to pay for your business. The quality of The LIST has significant effect on the monetary value of your business.

Even though The LIST is so powerful, many businesses like yours do not always pay sufficient attention to the quality of The LIST.

If you want to find out if your list is in a good shape and receive FREE practical advice how to maximise the value of your business through looking after your list email us on thelist@whoiswhere.co.nz

Your LIST will benefit from three simple yet effective steps:

- Step 1. **3C**: combine, clean, computerise with CRM
- Step 2. **3E**: enlarge, enhance, enrich
- Step 3. **3G**: grow, groom , generate



Keen to know more?

Call me now on **04 977 7877** or e-mail assia@whoiswhere.co.nz to ensure your list will guarantee better price for your business. Do it now, because the earlier you start the more you will get.

Assia Salikhova
Managing Director
E-ideas Ltd

whoiswhere™

www.whoiswhere.co.nz



STREETS SMART MARKETING DATA

- Targeted Business Lists ★
- Update Service ★
- Data Cleaning ★
- Telemarketing ★
- Direct marketing ★
- Geomarketing ★

BUSINESS OPPORTUNITIES

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

THE LINK NETWORK

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



SOUTH AFRICA

linkbusiness.co.za

Gauteng, Free State, Kwazulu-Natal,
Eastern Cape, Western Cape
(27) 031 767 4513

AUSTRALIA

linkbusiness.com.au

South East Queensland
Gold Coast 61 (07) 5572 2122
New South Wales
Sydney 61 (02) 9899 1999

NEW ZEALAND

linkbusiness.co.nz

Auckland
Wairau Valley 09 444 3039
Ellerslie 09 579 9226
Waikato
Hamilton 07 560 0223
Bay of Plenty
Tauranga 07 579 4994
Wellington
City Centre 04 472 7602
South Island
Christchurch 03 366 3394



The authority on selling businesses

HEAD OFFICE

LINK Business Franchising Ltd
Level 1, 401 Great South Road,
Ellerslie, Auckland, NZ

For further LINK Franchising Opportunities please contact Franchise Manager,
Kevin Atkinson - kevin@linkbusiness.co.nz

CONTENTS OF BUSINESS OPPORTUNITY SECTION

Browse over 240 listings

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pg 52	Nationwide

AUCKLAND

IMPORT DISTRIBUTION – EXCLUSIVE AGENCY \$1 MILLION + PROFITS



Expressions of interest are invited to acquire this well-established business distributing electronic components and technology solutions to a wide range of loyal customers around New Zealand.

- Established over 30 years
- Revenues \$14,000,000 +
- Managed EBIT \$1,000,000 +
- Blue chip client base
- Owner retiring

Asking price: \$4,650,000
Ref:11652
Bruce Cattell / 021 779 439
brucec@linkbusiness.co.nz

\$900K PROFITS. HUGE POTENTIAL



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

Excellent branding and distribution in place. Many opportunities for future growth.

Genuine reason forces sale.

Asking price: \$3.8 million
Ref:14473
Bruce Cattell / 021 779 439
brucec@linkbusiness.co.nz

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



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

Over \$1 million tangible assets are included – a very bankable business.

Asking price: \$1.3 million
Ref:14354
Bruce Cattell / 021 779 439
brucec@linkbusiness.co.nz

UNIQUE PRIVATE TRAINING ESTABLISHMENT - \$1.5 MILLION EBITDA



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

Asking price: \$4.5 million
Ref:13601
Bruce Cattell / 021 779 439
brucec@linkbusiness.co.nz

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

AUCKLAND

GOVERNMENT FUNDED PTE

The owner has decided to sell this profitable training business to enable more focus on other business ventures.

Government funded contracts include: Training for Work contracts with WINZ. Straight to work contracts with MSD SAC Funding from TEC. Youth guarantee contracts.

Key Facts: Consistent revenues of approx \$1.7m. EBIT circa \$500. Approx 400 learners. Two Campuses



Asking price: \$2 million
Ref:14515
Richard Wood / 027 279 7490 / richardw@linkcorporate.co.nz

MANUFACTURING -NICHE MARKET WOODEN JOINERY

Well known and long established business. Very successful track record over many years. Revenue over \$2.2 mil pa with high GP. Room to expand in several other areas. Great clientele. Loyal staff and excellent plant. Owner wishes to retire.



Asking price: \$1.45m plus freehold \$1.2m
Ref:13944
Pra Jain / 027 279 4652 / praj@linkbusiness.co.nz

CHILDCARE CENTRE- FREEHOLD LAND & BUILDING ONLY

Brand new custom designed portal frame building. Quality finishes all round.

Attractive set up 75 children centre in a busy location.

Land area approx 2,500 m². 12 year lease with four ROR six years each.

Current rent \$170k pa with CPI adjustments.

If you are thinking of selling a childcare contact me now.



Asking price: \$2.15m (business is not for sale)
Ref:12090
Pra Jain / 027 279 4652 / praj@linkbusiness.co.nz

IMPORT/EXPORT/MANUFACTURING/DISTRIBUTION

Well established family owned manufacturing, wholesale, importing and exporting jewellery business. Extensive Australasian and Pacific client base with offices in NZ and Australia and preferred supplier to major buyer groups.

Sales of \$3,000,000
 Stock and Assets of \$1,600,000
 Gross Profit of \$816,000



Asking price: \$1,961,000
Ref:14361
Clive Derbyshire / 09 555 6025 / clived@linkbusiness.co.nz

VERY SOLID & VERY SUCCESSFUL NORTH SHORE CAFE

This is an incredibly stable business. It's all about location!

The vendors report turnover around \$34k per week. This is a very well set up business and runs very smoothly.

There should be \$350k plus here for a working owner.



Asking price: \$1.4m plus stock
Ref:13700
Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

BIG SUPERMARKET. \$143K PW SALES. STH AUCKLAND

Very rarely available and often wanted, a big grocery retail like this in Auckland. Proper store design and lay out of 1500m² retail space with 150 carparks. 30 year long lease and reasonable rent approximately 3.5% of the sales.



Mostly managed by a f/t store manager. Equipped with a produce, butchery, grocery and deli departments with 20 experienced staff altogether.

There is no recession here, store has grown 25% in the last TWO difficult years. Asking less than 10 weeks average sales only!

Asking price: \$1.35m plus stock \$400,000
Ref:14423
Hari Gangisetty / 021 629993 / harig@linkbusiness.co.nz

CHILDCARE CENTRE – UNUSUAL & UNIQUE SET UP

Well established centre for over 15 years. First time on the market. Great location and lovely surroundings in a sought after Auckland area. Currently licensed for 30 children but it could accommodate 35 to 37 children. With some modifications & tidy up this centre could also accommodate 45 to 50 children. Centre runs full with large waiting list.



A great investment opportunity. If you are a genuine buyer contact me now. Free hold is also available.

Asking price: \$2.35 mil (business \$500k + \$1.85mil for large f/h land & 2 buildings)
Ref:14423
Pra Jain / 027 279 4652 / praj@linkbusiness.co.nz

MAKE YOUR FUTURE REALLY BRIGHT

Lighting design business with massive potential. The leader in New Zealand and one of the top international companies this business has grown incredibly since its inception in 2001.

This professional business produced a cash surplus in 2011 of \$400K, giving a return on investment of 36%. Projects on the board for 2012 will produce even greater returns. Is this you?



Asking price: \$1.1m
Ref: 13807
Basil Badenhorst / 021 023 93 700 / basilb@linkbusiness.co.nz

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

AMAZING LIFESTYLE CAFÉ

Located in a true lifestyle position north of Auckland, this is a very solid café and giftware business.

Sales are approximately \$22,000 per week and an owner operator should expect to earn \$250k here.

The café is located in a beautiful garden setting, the fit out is superb and the food and coffee are of an extremely high quality.



Asking price: \$648,000 plus stock of approx \$80,000 Ref: 14576
Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

AN EXCITING CAFÉ & CATERING OPPORTUNITY

This proven, profitable, centrally based deli styled café shows sales that average over \$30,000 per week.

It has maintained its high level of sales really well over the last few years which is a result of having a strong local customer base for the café and sound repeat clients for the catering.

It's now poised to do even better!



Asking price: \$685,000 plus stock Ref:14491
Greg Mullins / 021 943 844 / gregm@linkbusiness.co.nz

ARE YOU FISHING FOR A GOOD INVESTMENT?

Oceanz Seafood – two existing stores available, prime Auckland locations. Looking for an owner operator for this very profitable business. Possible vendor finance. Supply agreements and franchisor support in place. Hurry in to hook this fantastic opportunity. Call Nick Stevens Now.



Asking price: \$495,000 upwards Ref:14419
Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

BAKE HOUSE/CAFE - NORTH SHORE!

Fantastic food! Outstanding profit! Perfect opportunity!

This is a very reliable business running at a very steady pace. Is equipped for both eat-in and take-away. If you consider yourself a keen baker then this business is for you! Would suit a husband and wife working situation. All training is provided.

Current turnover is around \$9k/week with plenty of potential to exceed this amount.

Get on the phone now and call me today, before someone else snaps up this gem.



Asking price: \$260,000 plus stock Ref:13922
Mei Wang / 027 436 7848 / meiw@linkbusiness.co.nz

BUS TRANSPORT FIRM - GROWTH OPPORTUNITY

Three buses, company website, 0800 line, professionally designed advertising materials, magnetic business cards and much more. Great client base.

Vendor reports revenue over \$100k per year with owner and drivers working part time, so lots of potential to grow sales.

All buses will come with brand new COF on delivery, minimum six months rego and at least 1000k's on RUC.

Back of bus advertising revenue available.



Asking price: \$150,000 or near offer Ref:14532
Rickhil Prakash / 021 082 13015 / rickhilp@linkbusiness.co.nz

BOUTIQUE FASHION RETAIL SHOP - FAMOUS LOCATION

This business is located in Auckland City in a famous fashion retail street attracting a high number of customers.

Rent of \$72,000 + GST per annum. Weekly sales of \$3,000. Potential to grow if a fashion savvy lady works in the shop as salesperson and introduces more styles of ladies fashion.

Great fit-out and great location, ready for the new owner to walk in and take over.



Asking price: \$63,000 plus stock o.n.o Ref:14574
Rickhil Prakash / 021 082 13015 / rickhilp@linkbusiness.co.nz

BUILDING MAINTENANCE AND RENOVATION COMPANY

Property Maintenance - Renovation - All Property and Trade Services, full or part sale.

Generating \$1.4m in annual revenue, this 4-year-old business with steady sales and profit growth is easily run by a husband and wife team from home. Services customers from Pukekohe to Warkworth. No staff to manage, all work is contracted out.

Clients include landlords, property managers, body corporates and casual cash sale business. The owner would consider a part sale (50%).

Two high quality websites are included.

Asking price: \$Refer Broker Ref:14603
Greg Young / 021 775 388 / gregy@linkcorporate.co.nz



BRAND NEW CAFÉ. 6 MONTHS FREE RENT!!

What an amazing opportunity. This is a brand new franchise café from a top café company in a stunning new CBD location.

The fit out alone will cost every cent of the asking price. The owners just want to find the right operators.

It is expected that turnover will reach the \$20k per week mark.

Call me now!



Asking price: \$350,000 + GST Ref:13405
Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

BEAUTIFUL YOU

A truly exquisite experience for the customers of this Central City Salon. Prime location with natural light. Fully equipped with a wide range of top quality equipment. Current owner of 10years not a qualified therapist just does admin work.

Returns over \$100k to owner.



Asking price: \$155,000 Ref:14245
Robin Harris / 021-968-779 / robinh@linkbusiness.co.nz

CAR PAINTERS

A well established business co-located with a cluster of Panel Beaters to ensure a steady supply of work. Open five days only with a large 3500sq ft workshop and a heated paint booth, this business has a \$300K turnover and produces \$92K for a working owner.



Asking price: \$150,000 plus SAV Ref:12537
Paul Redman / 021 319 770 / paulr@linkbusiness.co.nz

CAFÉ - ST HELIERS – THIS IS ONE OF A KIND!

An outstanding opportunity to purchase this niche food business with huge coffee sales (over 30kg per week) and other take-away products. High quality products and a limited product range. Great location with plenty of foot traffic in a highly desirable affluent area. Long lease with relatively low rental. Days only, potential to grow with extended hours. Additional food products have been trialed and are ready to go. Owner-operator could earn \$140,000 plus per annum. This is a very exciting and special business!



Asking price: \$295,000 Ref:13776
Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

CAR VALET & GROOMING BUSINESS ON NORTH SHORE

Vendor will consider all offers!!

Established in January 2011. Quality, loyal, long term customers - Private, Corporate and Dealers. Pick up and drop off service. Currently does not advertise so opportunity to increase sales. Open only five and a half days and some Sundays.

Very tidy and large premises. Weekly rent of \$415 + GST + outgoings. Vendor reports monthly sales of \$10,000.



Asking price: \$115,000 Ref: 14483
Rickhil Prakash / 021 082 13015 / rickhilp@linkbusiness.co.nz

BOOMING HOME TRANSFORMATIONS BUSINESS - CASH SURPLUS \$175,000

Spectacular sales growth from \$284,000 to \$950,000 in just four years and set to continue.

This business is specialist marketing and project management of interior transformations. Specialising in bathrooms and kitchens but not excluding all interiors.

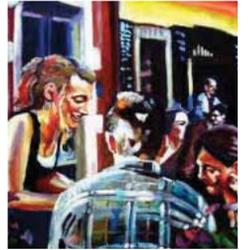
Well developed systems including website, promotional material and established contracted team of professional specialists covering all trades is in place and proven.



Asking price: \$235,000 Ref:14366
Peter Jeffs / 021 486 746 / peterjeffs@linkbusiness.co.nz

CAFÉ DELI CATERING-CHARMING EASTERN SUBURB

This French inspired eatery with courtyard seating is positioned in an affluent waterfront suburb as part of a small group of shops. They enjoy a lot of local patronage for the Café, deli and gourmet type takeout food for those too busy to prepare and cook their own. It would ideally suit a couple.



Asking price: \$115,000 + SAV Ref:14593
John Adams / 021 974 097 / johna@linkbusiness.co.nz

CAFE QUALITY SETUP WITH POTENTIAL OPPORTUNITY!

This attractive, beautiful and well setup cafe located in a busy business block in a popular eastern suburb. You can get in at a Bargain Basement Price.

Currently taking \$5,500-\$6,000/week with good GP and still growing.

Lots of space, lots of parking, and bags more potential for the right purchaser.

Buying now should secure you a bright future



Asking price: \$128,000 plus stock Ref:14160
Roger Cook / 027 432 2325 / rogerc@linkbusiness.co.nz

CONVENIENCE STORE CBD

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



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

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

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

CUTE NORTH SHORE TAKEAWAY BUSINESS

Located near seaside with other shops which bring high foot traffic. Lots of free parking for the customers. Weekly rent is \$130 + GST plus outgoings. Owner reports weekly sales of \$1,500. Potential to grow. Can be easily managed by one person. Open from Monday to Sunday 10am – 6pm. Can be open till 11pm.



Asking price: \$47,000 and all offers invited **Ref:14422**
Rickhil Prakash / 021 082 13015 / rickhilp@linkbusiness.co.nz

CAFÉ OPPORTUNITY

Long-time established café on main road of central suburb. Very convenient customer parking. Very reasonable rent and secured lease. This business could be a gold mine for people who are experienced in running a café business. Owner is very motivated to sell. The business is now on the market for sale at \$120,000 plus stock but vendor will look at any reasonable offers.



Asking price: \$123,000 **Ref:14572**
Henry Han 021 516 588 / Susan Han 027 5668938

CAFÉ FRANCHISED, VERY GOOD PROFIT

This is an exciting opportunity to invest in a well-known café franchise. It's spacious, attractive and located in a busy mall at main entrance. It is also profitable but has the potential to do a whole lot better in the hands of an enthusiastic, motivated operator.



Asking price: \$395,000 plus stock **Ref:14567**
Henry Han 021 516 588 / Susan Han 027 5668938

DAY CAFE --- DEVONPORT!

Great location, close to beach. Easy to run. T/O is approximately \$5,000 to \$6,000 per week. Would suit a husband and wife partnership.



Asking price: \$149,000 **Ref:13261**
Maggie Chen 021 273 6258 / Alan Feng 021 861 358

DESIGN YOUR OWN FUTURE

Specialising in custom made ottomans, lounge suites and chairs the furniture can be tailored to meet individual tastes and requirements. It offers the owner increasing rewards. There are a number of possibilities that have been identified to ensure that the profits keep growing. Priced at \$280K this will make a discretionary income or cash surplus return on investment after tax of 38%!



Asking price: \$280,000 **Ref:13972**
Basil Badenhorst / 021 023 93 700 / basilb@linkbusiness.co.nz

DAIRY SHOP - MAIN ROAD TO EASTERN SUBURBS

Busy convenience store. Gross sales of \$5,000 per week. Located on the main road with a busy block of shops that provide high foot traffic. Storage area with built in bathroom facilities. Can be managed by one person.

- *Open from Monday to Sunday 8:30 am – 10:30pm
- *Weekly rent only \$231 + GST + outgoings
- *Approx stock of \$12,000



Asking price: \$49,000 including stock **Ref:14443**
Rickhil Prakash / 021 082 13015 / rickhilp@linkbusiness.co.nz

DRY CLEANING BUSINESS FOR SALE

This 5-day business is located in Auckland CBD and has been established for more than five years. It could be very easy to run by only one working owner. The business is now only relying on regular customers and has never been advertised locally. There is a lot of potential to build up its turnover.



Asking price: \$150,000 plus stock **Ref:14573**
Henry Han 021 516 588 / Susan Han 027 5668938

DAY CAFE - NORTH SHORE

This is a very well set-up cafe in a popular location, with seating for more than 30. T/O is \$8,000 per week with high coffee sales. Open daytime only. Low rent at only \$420 including GST per week. High Profile. This is a great opportunity for a first time buyer, well worth considering. Vendor wants to move on.



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

DIRECTORY NETWORK - WEBSITE FOR SALE

One of the world's leaders in its category - 13 countries currently in the network. New Zealand license for sale. NZ site is operational and active. The website generates income from business owners advertising on the site. There are 6 areas of advertising available. This site attracts people who are actively searching for business opportunities in New Zealand. Great growth potential in this exciting market. Outstanding Opportunity. Hurry!



Asking price: \$49,500 plus GST **Ref:13850**
Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

FOUNDATION REPIILING - BELOW VALUATION

Located in Auckland and specialises in the repiling of older Villa's, together with retaining walls and managing home renovations. Owners have recently moved to Christchurch and happy to assist new owner to set up down there. Operating with 2 vehicles and 1 trained staff member, taking on casual labour as required. Perfect stand alone or bolt-on business for a builder. Return to working owner of over \$100,000.



Asking price: Price reduced to \$120,000 **Ref:13659**
Paul Redman / 021 319 770 / paulr@linkbusiness.co.nz

FRUIT AND VEGE SHOP

Iconic shop operating in the Franklin area, near Auckland is for sale due to the birth of their first child and a desire to move closer to the wife's relatives for support. The business has books to support the advertised turnover of \$13,000 per week. Rent is \$800 plus GST per week. Ideal business for a couple to build up their cash reserves!



Asking price: \$150,000 plus stock **Ref:14289**
Bo Gee Wong / 021 398 965 / bow@linkbusiness.co.nz

FRANCHISED ICE CREAM PARLOUR

A brilliant opportunity exists to own one of the best branches of an established and well known franchise chain. With the prominent and envied location, this store is well positioned for growth. The surrounding residential area is set to expand considerably with major housing and commercial developments being undertaken, adding many new customers into the area. The turnover is \$10,000 per week with extremely high returns and low outgoings.



Asking price: \$350,000 + SAV **Ref:14560**
Anil Vazirani / 021 0277 8149 / anilv@linkbusiness.co.nz

FIVE DAYS CAFE! GREAT LOCATION & CLOSE TO CITY

This five day cafe has big potential in the right hands! Good sized cafe on the main road with a lot of potential foot traffic. Currently the turnover is \$7,500/week. Reasonable rent considering its location, good kitchen, lots of seats. Could be a loacation cafe! Night or day, seven days if you want! Very good profit. It wont be here next week. Be quick!



Asking price: \$248,000 plus stock **Ref:14351**
Roger Cook / 027 432 2325 / rogerc@linkbusiness.co.nz

FULLY MANAGED AND EQUIPPED AUTO WORKSHOP

Fully managed with three full time staff. Excellent high profile central location. Very comprehensive high quality plant including four hoists, wheel alignment machine, compressor, tyre changer and wheel balancer. Client base of over 2,000 includes a good mix of both commercial and private customers. Vendor reports turnover \$250k to \$300k p/a and rent of \$41,423.72 +GST +OPEX. Business is MTA approved and WOF approved.



Asking price: \$135,000 o.n.o **Ref:14565**
Rickhil Prakash / 021 082 13015 / rickhilp@linkbusiness.co.nz

FRANCHISE CAFÉ AT VERY AFFORDABLE PRICE

This attractive café is located in the shopping mall but the weekly rent is very cheap, at only about \$600!! Yes that's right. You have all the crowd and foot traffic but you pay the rent usually corner store pays. With the popular coffee bran, it is well-equipped and has an excellent term of lease. The café could do a lot better if run by a motivated owner, with a strong customer focus, who is willing to take full advantage of the franchise system and the support the franchisor has to offer.



Asking price: \$200,000 **Ref:14506**
Henry Han 021 516 588 / Susan Han 027 5668938

FRENCH PASTRIES BAKERY CAFE & CHOCOLATIERRE

A top cafe with excellent returns on Auckland's City fringe. This award winning business has experienced staff in the manufacture of all its products. Potential to increase the growing wholesale side of the business. Seven day operation with owner doing the admin. Recently updated equipment makes the manufacturing a breeze.



Asking price: \$369,000 **Ref: 14536**
Robin Harris / 021-968-779 / robinh@linkbusiness.co.nz

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

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5 STAR DISTRIBUTION FRANCHISE EASTERN SUBURBS

UNDER CONTRACT
 Three hours per week to manage this business. Loyal staff all keen to stay on, easily run from home office. Is a great add on cash flow!

- 1) Exclusive 10yr (renewable) distribution rights.
- 2) No Marketing required.
- 3) Stock delivered to contractors.
- 4) 6 year of consistent profit.



Asking price: \$525,000 **Ref:14008**
Neville Choksi / 021 059 9519 / nevillec@linkbusiness.co.nz

GOLDEN OPPORTUNITY-LIQUOR STORE IN CENTRAL

Hard to find on the market. Come and grab this long established liquor shop now!

Super busy main road central Auckland location with cheap rent and long lease.

Upmarket clientele, all loyal customers.

Easy parking just right outside the door.

Weekly T/O \$15,000 with high GP of 30%.

Don't delay, act now!



Asking price: \$198,000 plus stock **Ref:14178**
Mei Wang / 027 436 7848 / meiw@linkbusiness.co.nz

HAIR SALON AND LIVE IN FLAT \$372 RENT

Well established. Located on a main road frontage in block of popular shops and residential area which brings high foot traffic. Good retail sales with growth potential.

Medium sized salon with four cutting chairs and two basins. Plenty of parking. Low rent \$372 + GST per week which includes a cosy one bedroom flat with private garden, live in or rent out!



Asking price: \$64,000 **Ref: 14526**
Rickhil Prakash / 021 082 13015 / rickhilp@linkbusiness.co.nz

HAIR SALON - NORTH SHORE

Charming cottage nestled in beautiful gardens. The premises have two basins and nine styling stations. The owner and two stylists easily manage the salon. It also utilises a computerised salon software system to stay in contact with their clients.

Current owner needs out for health reasons, seize the opportunity!



Asking price: \$65,000 **Ref:13935**
Paul Redman / 021 319 770 / paulr@linkbusiness.co.nz

GOOD BUSINESS- GOOD PROFITS- GOOD FUN

Panel & Paint including insurance work re-sprays and touch ups, fibreglass fabrications including mould making, bodykit fitting, customising and repairs. A considerable number of popular body kits and moulds included in the sale.

It has an abundance of work, good client base and could easily be expanded or relocated. Online sales are complimented by it's well established website and strong social media following.



Asking price: \$75,000 **Ref:14468**
Peter Jeffs / 021 486 746 / peterjeffs@linkbusiness.co.nz

HIGHLY PROFITABLE - NICHE BUSINESS

This successful business offers pet owners caring and dignified after death services for their pets. Pets @ Rest Limited, New Zealand's largest pet crematorium, has proven over the past 12 years to be a respected industry leader. Modern equipment and systems ensure an efficient and reliable service. This really is an outstanding opportunity, first time on the market and a profitable investment. Hurry! POA.



Asking price: POA **Ref:14517**
Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

HOSE AND HYDRAULIC REPAIRS ESTABLISHED AUCKLAND BUSINESS

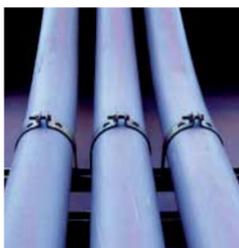
This suits a turner/fitter and handy person with get up and go attitude!

Established clients and name in the Auckland market. Well fitted van with full tools & equipment. An organised workshop with necessary equipment and a small office.

Tired of working for others and want your own business, this business offers over \$85k PA to the working owner on current sales of \$200k plus PA.

Keen vendor open to look at all reasonable offers.

Asking price: \$105,000 plus stock of \$35,000 **Ref: 14454**
Hari Gangisetty / 021 629993 / harig@linkbusiness.co.nz



PET SERVICES INDUSTRY MASTER FRANCHISE - \$475,000

Professional specialist pet services operating from numerous very well located and attractive premises. The business has shown rapid sales growth with excellent profits. Great operating systems are in place together with an interactive website.

A Master franchise format has been established under the guidance of professional consultants with two franchises in place and operating.



Asking price: \$475,000 **Ref:14652**
Peter Jeffs / 021 486 746 / peterjeffs@linkbusiness.co.nz

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ICE CREAM SHOP FRANCHISED FOR SALE

Now is the time to secure this fantastic business opportunity. The current owner has been there for 11 years and needs to move on. The business has just been refurbished and new lease of 12 years has been signed up for new owner to take over.

The business is perfect for husband and wife team to run. Full financials will be provided upon signing the confidential agreement.



Asking price: \$250,000 plus stock **Ref:14512**
Henry Han 021 516 588 / Susan Han 027 5668938

ITALIAN RESTAURANT - PARNELL - BARGAIN PRICE

Excellent location. The current turnover is \$7,000 per week. Seating for 48.

Motivated vendor wants to go so must sell.

Price is negotiable.



Asking price: \$78,000 **Ref:14546**
Maggie Chen 021 273 6258 / Alan Feng 021 861 358

JUICE BAR FOR THE HEALTH CONSCIOUS

This modern up-market juice bar in Auckland's CBD provides delicious salads, healthy fruit and vegetable drinks for numerous office workers, gym fanatics and the general public in the area. In addition, its proximity to serviced apartment towers provide a valuable source of clientele.

Vendor reports current weekly sales of \$3,800.



Asking price: \$69,000 or near offer **Ref:14046**
Rickhil Prakash / 021 082 13015 / rickhilp@linkbusiness.co.nz

JETTS FITNESS - FOR OUTSTANDING RETURNS

Jetts Fitness is a number one brand in Australia and now has their sights on the NZ market. Jetts seek enthusiastic and suitably funded investors to own/operate one or more sites in the Auckland region. Jetts management will work with the new investor to deliver everything needed to open and run a profitable fitness facility.



Asking price: \$500,000 **Ref:13452**
Barry McFedries / 021 873 243 / barrym@linkbusiness.co.nz

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

IMPORT DISTRIBUTION - ADVANCED BUILDING SYSTEMS

The owners are seeking a New Zealand Distributor for these innovative, advanced and cost effective building materials. The business would suit someone with a sales and marketing experience to build a distribution network throughout New Zealand, or an existing business wishing to grow by extending its product range.



Asking price: \$150,000 **Ref:14561**
Barry McFedries / 021 873 243 / barrym@linkbusiness.co.nz

IS A NORTH SHORE HAIR SALON YOUR HAIR STYLE?

SOLD
 The owner at this busy North Shore location has decided to leave the business. The premises has three basins and 12 styling stations. So easy to manage that the owner works part time.

The owner works part time. Weekly sales \$9k approx and rent is \$780 + GST + outgoings. Return to single working owner of \$82,331 giving a great return on investment.

Weekly sales \$9k approx and rent is \$780 + GST + outgoings. Return to single working owner of \$82,331 giving a great return on investment.

Asking price: \$120,000 **Ref:14420**
Rickhil Prakash / 021 082 13015 / rickhilp@linkbusiness.co.nz



KIWI BANK, POST SHOP AND LOTTO

This is a NZ Post, Kiwi Bank, stationery & LOTTO business encompassing a very attractive store. Well stocked with a range of stationery, cards, books, magazines and gift items. Well positioned within busy block of shops, this business takes advantage of a large flow of foot traffic. Lots of potential of growth as located in a fast developing area, requires hands on operator with skills and passion to grow the business. Currently this business operates only Six days, closed on Sundays.



Asking price: \$350,000 plus SAV **Ref:14347**
Anil Vazirani / 021 0277 8149 / anilv@linkbusiness.co.nz

LIQUOR SHOP --- CBD \$23K WEEKLY SALES

Superb main road location in the city. High weekly sales of \$23,000 and an exceptionally high gross profit of 25%.

Long lease with reasonable rent.

Don't miss this opportunity with high cashflow in a fantastic location!



Asking price: \$285,000 + SAV **Ref:14301**
Maggie Chen 021 273 6258 / Alan Feng 021 861 358

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LIQUOR SHOP - CBD!!

Superb main road location in the city. Weekly sales of \$14,000 and an exceptionally high gross profit of 25% to 27%.

Long lease with reasonable rent.

Don't miss this opportunity with high cashflow in a fantastic location!



Asking price: \$150,000 plus SAV
Maggie Chen / 021 273 6258 / Alan Feng / 021 861 358

Ref:14141

MACHINERY IMPORTERS TO A NICHE MARKET

This business opportunity offers...

- A well known and respected name in the industry
- Established many years
- An impressive range of exclusive agencies
- Increasing sales with scope for further growth
- High returns - cash surplus last year was \$246k to working owner
- Minimal staff hassles

Owner will stay on for an extended period to ensure a smooth transition.



Asking price: \$395,000
Stephen McElrea / 021 612 284 / stephenm@linkbusiness.co.nz

Ref:13845

MANUFACTURE AND FIT- NO PREVIOUS EXPERIENCE NEEDED

An extremely well known brand with a reputation second to none for quality and service in a buoyant business to business sector with a stable customer base.

Too busy for present owners who wish to retire.

Urgent sale required!



Asking price: \$299,500
John Adams / 021 974 097 / johna@linkbusiness.co.nz

Ref:14570

MAKE PLAYTIME YOUR WORK SPACE

This proud store has been in business for over 20 years.

Perfectly sized in an excellent location selling a variety of sporting goods such as fishing rods, shoes, clothing, equipment and more. If you are looking for an easy to run business that is historically profitable and can be managed by a small team - then call me today!



Asking price: \$130,000 plus stock \$165k (approx)
Efren Pascual / 09 281 2908 / efrenp@linkbusiness.co.nz

Ref: 14569

MINI PUTT CAFE & BAKERY

Great lifestyle north of Auckland, cafe with Mini Putt and bakery attached.

Cafe enjoys the aroma of the onsite bakery whilst also having outdoor seating overlooking the Putting course in a garden setting.

This business caters to the needs of locals and is a destination for the tourists and visitors to the area ensuring its survival and growth through the recent downturn.



Asking price: \$149,000
Paul Redman / 021 319 770 / paulr@linkbusiness.co.nz

Ref: 12140

MINI SUPERMARKET & FRUIT-VEGE SHOP

This business has great location in a busy shopping centre with plenty of car parking. Vendor bought this business not long ago and cannot cope with the stress. The turnover is \$850,000 per year but has great potential to grow.

This business is on the market for sale at \$190,000 plus stock but welcome any reasonable offer.



Asking price: \$190,000 plus stock
Henry Han / 021 516 588 / Susan Han / 027 5668938

Ref:14534

NORTH SHORE BAKERY WITH POSSIBLE ACCOMMODATION

Excellent busy bakery with two extra rooms upstairs included. Weekly sales are at \$4,000 and the rent is \$471 + GST + outgoings.

Located on the main road in town within a busy block of shops such as barber shop, takeaways and clothing, that provide high foot traffic.

Vendor reports \$130,000 invested in equipment. Can be managed by one person. Store has beautiful presentation.



Asking price: \$89,000 will look at all offers
Rickhil Prakash / 021 082 13015 / rickhilp@linkbusiness.co.nz

Ref:14370

WANT A MONEY MACHINE THAT RETURNS \$230K PER YEAR?

A growing business that is up 28% in the last four months! Very busy location with tons of foot traffic. Huge turnover provides massive profit to the vendor, without needing to be too involved in the day to day operations. 11 years lease remaining; a full-on operator should be able to enjoy super cash flow for a long time.



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

Ref:14271

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NORTH SHORE HAIR & BEAUTY SALON

Proud to offer clients a unique hair and beauty experience. Well established with superb location and successfully trading for six years. Low rent and low expenses make it easy to run for the new owner. Current turnover is \$1,400 per week.



Asking price: \$58,000
Maggie Chen / 021 273 6258 / Alan Feng / 021 861 358

Ref:13151

ORGANIC CONVENIENCE STORE ON NORTH SHORE

Situated in a North Shore main street, surrounded by dozens of shops attracting high foot traffic. Sells organic products, fruit, dairy products, beauty products and more.

Vendor reports monthly sales of \$18,000 with growth potential. Weekly rent of \$1,057 + GST + outgoings. Almost new wooden display shelves, three large cooling shelves, two freezer shelves and a large cool room storage at the rear.



Asking price: \$80,000 plus stock
Rickhil Prakash / 021 082 13015 / rickhilp@linkbusiness.co.nz

Ref: 14484

PRINT DESIGN & MARKETING

Located on Auckland's North Shore, has full graphic design service, together with marketing and an offsite managed print facility.

Fully trained staff undertake graphic design enabling the owner to concentrate on sales and marketing. Has full franchisor support with training provided. Would suit an individual or couple looking to purchase and grow a business.



Turnover in excess of \$750,000 giving \$130,000 to a working owner.

Asking price: \$240,000
Paul Redman / 021 319 770 / paulr@linkbusiness.co.nz

Ref:13468

PRODUCTION ENGINEERING

This niche manufacturer is for sale due to the pending retirement of the owner. They make high value componentry, achieving high gross profits. The new owner should ideally upgrade the machinery to achieve even better than the \$100,000 plus earnings by the owner!



Asking price: \$220,000 plus stock
Bo Gee Wong / 021 398 965 / bow@linkbusiness.co.nz

Ref:14462

REALLY CHEAP LUNCH BAR

Lunch Bar in Helensville, north of Auckland is available for sale due to the owners being over committed in their other business. The shop opens 5 days a week in the Summer and 5 and a half days in Winter. Get your life/work balance correct by buying this business and moving to Helensville. Heaps of potential and a resourceful operator can convert into a cafe!



Asking price: \$35,000 plus stock
Bo Gee Wong / 021 398 965 / bow@linkbusiness.co.nz

Ref: 14105

REPUTED BRAND SERVICE STATION

- Fuel sales 1.95 MI per annum and shop sales \$720K per annum
- Fibre glass tanks
- Good fuel margins and excellent margins on the shop sales
- 100% staff managed
- Rent \$885 including GST per week
- Long lease



Asking price: \$385,000 plus SAV
Anil Vazirani / 09 281 2903 / anilv@linkbusiness.co.nz

Ref:14433

NORTH SHORE SERVICE BUSINESS

Established and well set up. This profitable business is easy to run and provides a desirable service to home owners. Owner plus two qualified staff. Net profit to owner operator \$150,000 (\$120k average over last seven years).



Full asking price \$230,000 includes all required plant and vehicles. This is a great opportunity to invest in a growing business area.

Asking price: \$230,000
Richard Ridler / 09 555 6043 / richardr@linkbusiness.co.nz

Ref:14488

FRUIT WORLD OPPORTUNITY IN AUCKLAND

Annual sales are \$2.4 million. Long-established fruit/veggie shop with famous brand. By the high traffic road with large car parks at front and wide frontage exposure. The business has an easy access with good loading zone and two large chill rooms under high ceiling. It will be a long new lease for the successful buyers. The owners are ready to retire.



Asking price: \$265,000 plus stock
Hannah Jiang Haddellet / 021 876 122 / hannahj@linkbusiness.co.nz

Ref:14465

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SOUVENIR GIFT SHOP - CBD

This fantastic souvenir gift shop is located in the heart of the CBD. Weekly sales \$8,500 with high gross profit 50%. Great profits for a working owner. Motivated vendor keen to sell!



Asking price: \$100,000 plus SAV
Maggie Chen 021 273 6258 / Alan Feng 021 861 358

Ref:14543

SECRETS - OWN YOUR OWN JEWELRY STORE

Secrets are a fashion & fine jewelry retailer with 12 years of proven success. Secrets have combined elegant designs, superb quality products & price advantage to create an all new business opportunity. Tempted? - call to find out more!



Asking price: \$290,000
Barry McFedries / 021 873 243 / barrym@linkbusiness.co.nz

Ref:14165

EAST AUCKLAND MEDIUM SIZE CAFÉ OPPORTUNITY

Good suburb; warm atmosphere; friendly clientele; long-established with quality fit-out; good plant and equipment with walk-in chiller; plenty of seating; sufficient parking; turnover \$7,000 pw; rent \$40,000 + gst and outgoings/management; the owner has other business commitment and must go.



Asking price: \$185,000 plus stock
Hannah Jiang Hardellet / 021 876 122 / hannahj@linkbusiness.co.nz

Ref:14469

SUPERB CAFÉ BAR RESTAURANT. VENDOR REPORTS \$275K SURPLUS

This is a brilliantly set up place with an amazing fit out.

Located in a key central suburb on a major street and looks stunning from the road.

There is a solid lease in place and all costs are very well controlled.

Turnover reported \$20k plus pw and a good mix of coffee, food and alcohol sold.



Asking price: \$695,000 plus stock
Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

Ref:14439

TOYWORLD FANTASTIC OPPORTUNITY - PRIME AUCKLAND LOCATIONS

The owners of the Toyworld brand, Associated Retailers Ltd, Australasia's largest independent retailer, are looking for new members with a passion for retail.



This is an opportunity to be part of an international brand with strong buying power, an excellent marketing programme, head office support and to join the largest chain of specialty toy stores in New Zealand.

Total price including intangible and tangible assets and stock.

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

Ref:13917

TOP CAFE LOCATION = \$140,000 PA!

Well known franchise, even better known cafe.

Located in one of the busiest malls in Auckland, lots of customers right at your door, all you have to do is looking after them!

Serious turnover \$17k/week, which is what you would expect in this premier location, stable and steady.

Two working owners can make more or take a little less and can run under management.

Be quick on this one!



Asking price: \$350,000 plus stock
Roger Cook / 027 432 2325 / rogerc@linkbusiness.co.nz

Ref:14333

SMART CAFE IN CENTRALIZED LOCATION AT A BARGAIN

Located on central Auckland very busy road. Smart set up inside out with a sunny courtyard. The shop is about 140 sq meters. Good long lease is in place. The owner has obtained another business. The café is poorly managed. Turnover is around \$3000 pw. Buyers could be owner operators with some experience. Selling below half of the set-up cost.



Asking price: 80,000 plus stock
Hannah Jiang Hardellet / 021876122 / hannahj@linkbusiness.co.nz

Ref:14537

SWEET SMELLING OWNER OPERATOR BUSINESS!

Scent is located in the busy DressSmart outlet shopping complex in Onehunga Auckland. Specialising in selling both ladies and men's perfumes, aftershaves and other related products, this profitable little business is being offered for sale for the first time to an owner operator. Ideal owner operator business, and very easy to run!



Asking price: \$140,000 plus stock
Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz

Ref:14494

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UPMARKET BEAUTY CLINIC GOLDEN OPPORTUNITY!

Beauty Clinic and Spa - Located in prime Newmarket location, this beauty clinic has 10 beauty rooms with quality chattels. It has been newly decorated with the finest quality and detail by a top designer with Feng Shui principals in mind. Repeat upmarket clientele mean great turn over.



Asking price: \$298,000
Meng Murphy / 022 088 9118 / mengm@linkbusiness.co.nz

Ref: 14493

THAI RESTAURANT- CENTRAL AUCKLAND - URGENT SALE!

Located in central Auckland. Turnover \$10,000 per week. There is seating for 70 people. Excellent profit and a high level of repeat corporate clients. Vendor must sell due to family reasons. Call me now to view.



Asking price: \$168,000
Maggie Chen 021 273 6258 / Alan Feng 021 861 358

Ref:13382

TOP CAFÉ WELLINGTON CBD - \$30K WEEKLY SALES

High profile cafe with out-catering & retail merchandise

- Seats 90 in absolute prime CBD location
- Well established (12 years) - good lease, quality staff
- Rent just 10% of revenue
- Weekdays 7am - 5pm, weekends 10am - 4pm



Asking price: \$495,000
Stephen McElrea / 021 612 284 / stephenm@linkbusiness.co.nz

Ref:14550

JINGLE BELL YOUR CASH REGISTER FROM DAY ONE

Four Save Smart \$2 shops. One owner. Buy one or all. Listing no. 14316 is two shops in one new upmarket mall, a star performing team will be sold together. Listing no 14314 and 14315 are great cash flow individual retail shops with reasonable rent. Ph Neville Choski 09 555 6038 or Anil Vazirani 09 555 6020 anytime.



Asking price: \$150,000 + GST
Neville Choski 09 555 6038 / Anil Vazirani 09 555 6020

Ref:14314 & 14315 & 14316

WELL KNOWN NATIONAL PUBLICATION

SOLD well-respected print for 20 years and distributed widely, this publication has become a mainstay reference guide for its chosen market segment.



Quality production and consistently excellent presentation ensure it is kept for future reference. It has set a very high level of accountability to its stakeholders.

Asking price: \$300,000
Greg Young / 021 775 388 / gregy@linkcorporate.co.nz

Ref:14198

WENDY'S SUPA SUNDAES IN POPULAR AUCKLAND MALL

This is a fantastic opportunity to secure a business with great location and infrastructure.

Leading franchise business in its category with over 300 stores throughout NZ and Australia.

This business is well established. All the upgrade has been done. Seldom does a business with successful trading history become available.

Act now! Don't miss out!



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

Ref:14511

WESTFIELD MALL PHOTO & COPY CENTRE

No expense spared on equipment. A great cash business able to undertake digital and 35mm photo printing together with Passport photos, canvas prints and the usual copy centre functions.

Price dropped to \$90,000+stock for a quick sale.

An excellent opportunity to reap the benefits of this setup and run as an owner operator giving an income of \$50K or replicate this business throughout New Zealand.

Asking price: \$90,000 plus SAV
Paul Redman / 021 319 770 / paulr@linkbusiness.co.nz



Ref:13854

WORLD'S NUMBER ONE SELLING SUB SANDWICH

UNDER CONTRACT Alternative to fast-food franchises throughout NZ. This location in East Auckland. The profitable store has a turnover of \$9,500 per week and still has potential for growth. Full training and support.

Motivated vendor keen to sell! Present your offers now!



Asking price: \$355,000
Maggie Chen 021 273 6258 / Alan Feng 021 861 358

Ref:14142

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A BIG AND BEAUTIFUL CENTRAL AUCKLAND CAFÉ

This profitable, fully licensed café has weekly sales that average over \$30,000 per week and shows, on accounts, a very healthy cash surplus for a working owner.

It is also very spacious, has heaps of character and enjoys a high profile position on the sunny side of the street in a better area close to the Auckland CBD.



Asking price: \$875,000 plus stock
Greg Mullins / 021 943 844 / gregm@linkbusiness.co.nz

Ref:10885

FOOD SUPERMARKET IN AUCKLAND CBD

A major small supermarket of strong sales, which turnover is \$40,000 - \$45,000 per week. Over 510^{sq} meters shop area to spare, plus two owner's parking. The shop is well set up, newish, including a growing liquor division. High rise buildings are around. A very healthy business that generates good profit. The current owner has other business commitment.



Asking price: \$790,000 plus stock
Hannah Jiang Hardellet / 021 876 122 / hannahj@linkbusiness.co.nz

Ref:14516

MOTEL FOR SALE IN NEW MARKET

- Located in busy main road with easy access to City, motorway and airport
- Leasehold going concern (buildings and business)
- 16 units with two beds owner's accommodation
- Grammar School Zone



Asking price: \$990,000 plus GST(if any)
Robert Sohn / 021 345 350 / roberts@linkbusiness.co.nz

Ref:14523

AMAZING NORTH SHORE CAFÉ!

A large and beautiful café with a fantastic indoor, outdoor flow. This place is set up to a very high standard and there is a very solid lease in place.

The owner reports turnover in excess of \$30k per week.

The owner is willing to give good support here and there are excellent systems in place.



Asking price: \$995,000 plus stock
Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

Ref:14234

STEAKHOUSE & BAR – A REAL CASH COW!

With sales over \$40,000 per week and a remarkably consistent history of success, this popular, proven enterprise looks like it will just keep on going and going.

It has a very worthwhile cash surplus for a working owner, runs well, is relatively simple to operate and is easy to get to from the southern motorway.



Asking price: \$968,000 plus stock
Greg Mullins / 021 943 844 / gregm@linkbusiness.co.nz

Ref:13740

MARKET LEADER IN LIFESTYLE AREA, \$4M TURNOVER

Weekly turnover is around \$90,000. Probably the best plant and fittings among the whole chain in the country. Sparkingly beautiful in and out. Currently managed by a team of dedicated and experienced staff. Opportunity to work part or full time. Long harvest could be yours with 15 years lease in place.



Asking price: \$795,000 plus stock
Efren Pascual / 09 281 2908 / efrenp@linkbusiness.co.nz

Ref:14504

AWARD WINNING CAFÉ STUNNER!

This famous café is located in an upmarket suburb. There is solid history here and the vendor reports sales of \$30,000 per week.

It is a licensed daytime only café where an owner operator would expect to earn in excess of \$300,000.

This café has seating for over 70 people and occupies a space of 290m².

Definitely one of my favorites!



Asking price: \$795,000 plus stock
Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

Ref:14006

HARBOURSIDE SEAFOOD BAR & GRILL – ONE OF THE BEST!

Harbourside is one of Auckland's best known restaurants and after 25 years of considerable success and numerous awards the owners have finally decided to sell and take life a little easier.

It has an amazing downtown Auckland waterfront location, is very spacious, shows remarkably high sales and enjoys panoramic views of the harbor.

What an opportunity!



Asking price: \$785,000 plus stock
Greg Mullins / 021 943844 / gregm@linkbusiness.co.nz

Ref:13462

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CLASSIC MOTEL, LEASEHOLD - HAMILTON

First time to the market in 17 years! Premium location within minutes of the Zoo, CBD, Stadium and Waterworld. Well operated and well maintained providing year on year good occupancy and great profits. 12 unit complex, brick and tile motel offering low maintenance. Large private spa, solar heated swimming pool. Great 3 bedroom owner accommodation.



Asking price: \$315,000
Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz

Ref:13597

FRUIT AND VEGETABLE RETAIL – WAIKATO TOWN

This may be the opportunity you have been looking for! An excellent opportunity for someone with relevant fruit and vegetable experience to bring this business to the next level.

Well established fruit and vegetable retail business in a rural town. Perfect location on the main street in town. Has operated for a few years now, and is well known for quality products.

Turnover is over \$10,000 a week but still growing.



Asking price: \$200,000 including stock of approx. \$48,000
Michiel ten Houde de Lange / 022 6131 661 / michielt@linkbusiness.co.nz

Ref:14438

TELECOMMUNICATIONS - WAIKATO

Top National brand and fast growing technology business.

All the hard work has been done, eight months ago it was a brand new set up store in a busy retail strip shopping. Currently run by two staff and already making good profits. This is very desirable and sought after business with a big future. Current level of sales should net \$75k for one working owner and could be grown exponentially!

Join at the ground level and reap the benefits of clean easy and high cashflow business for a small investment.



Asking price: \$190,000 plus stock \$5,000
Hari Gangisetty / 021 629 993 / harig@linkbusiness.co.nz

Ref:14478

PROJECT MANAGEMENT

This company services exhibitor sites at prestige shows and exhibitions from initial design/concept set-up and pack-up.

- Established 30 years ago
- Operates only 4½ months per annum at present
- Excellent infrastructure
- All equipment hire
- Complete operations manual

Asking price: \$522,000
Max Heron / 021 949 021 / maxh@linkbusiness.co.nz

The business has a historical client base of 353/400 loyal corporate customers and has significant opportunity for growth.

Average EBITDA \$189,000 (4 months)
 Well priced at \$522,000. The PE Ratio is 2.76.
 Complete IM available.

Ref: Ask Broker

BUSY BEAUTY SALON - HAMILTON

Very successful and beautiful beauty salon with great potential.

This salon is one of Hamilton's finest with proven results, records to support.

No hidden surprises just walk in and pick up the \$340,000 approx. pa. turnover.

This is an award-winning clinic and makes good profits.



Asking price: \$149,000
Michiel ten Houde de Lange / 022 6131 661 / michielt@linkbusiness.co.nz

Ref:14009

ENTERTAINMENT HIRE – RETURNS OWNERS \$175K P/T

Established 18 years, recognised as one of the leaders in its field, boasting many corporate clients.

Plant value \$350k, casual labour manages the workload.

Run by a husband and wife team and can be relocated anywhere within triangle of Auckland - Tauranga - Hamilton. Three year annual increase in sales and profits. Home based (requires large storage area). Largely web driven.



Asking price: \$530,000
Steven Matthews / 021 848873 / stevenm@linkbusiness.co.nz

Ref:14427

INTERIOR BUILDING COMPONENTS MANUFACTURER

This business has been operating since 1980 and has recently expanded its product range to adapt to changing consumer demand. Key clients are joiners and kitchen manufacturers.

Several experienced employees are retained. The equipment is up to date and well maintained. The lease costs are definitely not onerous.

The average annual EBIDT over four years is around \$110,000.



Asking price: \$265,000
Rhys Douglas / 021 718 331 / rhysd@linkbusiness.co.nz

Ref:14589



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

TIMBER/WOOD BASED PRODUCTS MANUFACTURER

Founded twenty years ago by the current owner/operators, this business has established a firm niche in the commercial sector and has a very sound financial track record.

The company produces components for kitchens and bathrooms as well as doors, window frames, stairs and interior products.

The average annual EBPIDT over the last four years is around \$200,000.



Asking price: \$435,000
Ref:14018
 Rhys Douglas / 021 718 331 / rhysd@linkbusiness.co.nz

OUTSTANDING HAMILTON FRANCHISE CAFÉ

This one has it all – location, size, beautiful fit out and a superb future.

This café is operated by one of the best groups in the country and full training and ongoing support will be given.

The café enjoys weekly sales of around \$24,000 and coffee sales around 25kg.



Asking price: \$795,000 plus stock
Ref:13927
 Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

WANT A BUSINESS WITH THE HIGHEST VELOCITY GROWTH SINCE INVENTION OF THE WHEEL?

Iconic established profitable mobile retail and lucrative repair outlet, with NEW Hamilton branch.

Wide range of handsets, original sealed accessories, commanding internet presence.

T/O over \$1.5 million. Reasonable rent. Good chattels. More than 5,000 client base, potential for growth owner will provide full training.

Option of buying one or both contact.



Ref:14587 - \$70,000. Ref:14586 - \$289,000.
 Neville Choksi 09 555 6038 / Anil Vazirani 09 555 6020

GROWTH OPPORTUNITY IN KEY AGRICULTURE SECTOR

This business specialises in the production and distribution of fertilisers for the farming sector, supplying both dairy and sheep and beef farmers.

It has established a credible record with limited market development.

One owner (no staff) undertakes most of the functions and activities. Sales are direct as well as through several distribution channels.

EBPIDT for 2011 was \$281,060.

Asking price: \$650,000
Ref:14233
 Rhys Douglas / 021 718 331 / rhysd@linkbusiness.co.nz



MOTEL LEASE SOUTH WAIKATO

A Main State Highway Motor Inn with 12 ground floor units consisting of 9 studio and 3 two bedroom units. There is a large 2 bedroom owner's accommodation with the attached office. This can be changed to a 10 unit complex with a 4 bedroom owner's accommodation. The current lease is \$71,000 p.a.

This properties Freehold is also available for purchase.



Asking price: \$209,000 plus GST (if any)
Ref:14551
 Tony Brindle / 0274 798727 / tonyb@linkbusiness.co.nz

HANDCRAFT SUPPLIES AND SEWING CENTRE – TOP AGENCY

Patchwork, quilting, embroidery, wool and sewing. Bernina Sales and service.

High profile business in thriving Taupo. Offers new owner an excellent lifestyle in one of NZ's most idyllic locations.

Comprehensive website, on-line shop sales. Fully computerized systems and loyalty programme with large customer database.

Future growth opportunities.



Asking price: \$75,000 plus stock
Ref:14212
 Graham Hoffmann / 0274 936 411 / grahamh@linkbusiness.co.nz

CAFÉ IN CBD HAMILTON - OWNER WANTS TO SELL

This is a very well-known and respected Franchise brand and this particular store can be rebranded if required.

It is run under semi-management. No kitchen means low staff costs It's a simple operation in an area that has a very regular customer base.

Turnover is \$10k to \$12k per month and the vendor reports a small surplus to a working owner.



Asking price: All offers considered
Ref:14291
 Michiel ten Houte de Lange / 022 6131 661 / michielt@linkbusiness.co.nz

MATAMATA MOTEL WITH GOOD PROFITS, PRICED FOR SALE

Vendors want to retire after many successful years. Situated in a prime location, this motel has 14 units, conference room, catering facilities, sauna and laundry.

Owners accommodation is a four bedrooms, two bathroom home with garage.

The motel enjoys repeat business and conference bookin. It attracts business from corporate travelers, and visitors to this lovely town. This is a low maintenance building with a good lease for a further 18 years remaining.



Asking price: \$455,000
Ref:14430
 Michiel ten Houte de Lange / 022 6131 661 / michielt@linkbusiness.co.nz

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BAY OF PLENTY

2 FREEHOLD APARTMENTS – MANAGEMENT RIGHTS - LETTING RIGHTS

Mount Maunganui is waiting for you. This spacious complex was opened in 2005 with a 20 year management contract.

There are 35 apartments with 26 in the letting pool, a 2 bedroom owner's apartment, and the second apartment to earn income from. The current owner is happy to look at selling the Management Rights and business only (\$856k plus GST if any) with a requirement to renting the Managers apartment.



Asking price: \$1,380,000 plus GST (if any)
Ref:14195
 Tony Brindle / 0274 798727 / tonyb@linkbusiness.co.nz

5 APARTMENT/MOTEL COMPLEX + HOME - FREEHOLD

This is a superb retirement proposition providing a lovely home with sea views, plenty of time to live the good life in Mt Maunganui & with a solid six figure income to support your enviable lifestyle.

These five boutique luxury motel apartments, plus owners' apartment, are within walking distance to the beach, recreational & events centres, golf courses, & Bayfair mall.

Fantastic opportunity!



Asking price: \$1,750,000 plus GST (if any)
Ref:14214
 Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz

MOTEL FHGC THAMES/COROMANDEL

This Motel FH going concern complex would have to be a purchaser's dream, high visual location being on the main highway into Thames, the gateway to the mighty Coromandel.

This 11 unit complex consists of six studio and five family units. The three bedroom owner accommodation has an attached office at the front of the complex.

A great earner, in excess of \$20k per unit.



Asking price: \$1,350,000 plus GST (if any)
Ref:14380
 Tony Brindle / 0274 798727 / tonyb@linkbusiness.co.nz

WANT A LIFESTYLE BUSINESS RETURNING 200K+

This rural property with established boarding kennels and cattery includes a family home, kennels, substantial sheds, plant and equipment. This business offers a great lifestyle and income that is in excess of \$205,000 + per year.

Being sold as a freehold going concern:

Business \$495,000
 Freehold Property \$990,000 + GST (if any)

A recent valuation is available to qualified purchasers.

Asking price: \$1,485,000
Ref:14531
 Leath Craig / 027 290 1122 / leathc@linkbusiness.co.nz

2 FREEHOLD APARTMENTS – MANAGEMENT RIGHTS - LETTING RIGHTS

Want to own, live and earn in paradise, then Mount Maunganui is waiting for you. This complex was opened in 2009 with a 20 year Management contract.

There are 29 apartments with 17 in the letting pool, a 2 bedroom owner's apartment, and the second apartment to earn income from, all this while living your lifestyle at the beach.



Asking price: \$1,350,000 plus GST (if any)
Ref:13569
 Tony Brindle / 0274 798727 / tonyb@linkbusiness.co.nz

BEACHFRONT FREEHOLD APARTMENT

Absolute Beachfront spacious complex was opened in 2000 with a 20 year Management contract.

There 21 apartments consisting of 1, 2, 3 and penthouse apartments with 16 in the letting pool.

The large two bedroom two ensuite owner's apartment is on the ground floor ocean front, comes with its own courtyard and carpark.

Excellent potential investment with a six figure income.



Asking price: \$1,400,000 plus GST (if any)
Ref:14171
 Tony Brindle / 0274 798727 / tonyb@linkbusiness.co.nz

HOLIDAY PARK – GREAT LIFESTYLE FOR A FAMILY

This popular holiday park offers camping sites (power & non-power), backpackers, cabins and motels, all in a park like setting. The big draw card is the hot thermal pools. The owners' accommodation is a spacious two bedroom house. A long term lease at a very reasonable rent is in place. A cash surplus of \$150,000 is projected for a working couple.



Asking price: Offers over \$1,100,000
Ref:12906
 Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz



CAFÉ/RESTAURANT BATHED IN SUNSHINE

One of the warmest welcoming cafes in the Bay. The setting is casual but classy, simple yet sophisticated.

All the hard work has been completed, staff in place and committed, the fit out completed to an absolute high specification, brand awareness through marketing has been achieved and systems are all in place to allow a seamless transition to the new owner.



Asking price: \$245,000 plus stock
Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz

Ref: 14554

HIGH QUALITY "OWNER DRIVER" BUSINESS

Premier transport business with impressive client base operating to/from Auckland on a daily basis. Sales increasing and consistent cash return to owners of over \$100,000 p.a. Operated by husband and wife team, home based but ready for expansion. Vehicles are all in excellent order with the main vehicle having just gone through a major maintenance overhaul.



Purchase options available between \$249,000 - \$289,000.

Asking price: \$285,000
Steven Matthews / 021 848873 / stevenm@linkbusiness.co.nz

Ref:14272

TRADES AND SERVICES – PROVIDES OWNER +\$80K P.A

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

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



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

Asking price: \$180,000
Steven Matthews / 021 848873 / stevenm@linkbusiness.co.nz

Ref:14220

FREEHOLD HOTEL - WAIHI

Hotel, Restaurant, Café with Pokies- located in centre town right opposite the site for the Gold Discovery centre which is due to open later this year.



The area has it all, fabulous surf beach, wealthy mining industry, tramping, trout fishing, golf courses, Hauraki Cycle trail and more.

the business is going and there is still room for further development as accommodation is unutilized.

Asking price: \$660,000 plus GST (if any)
Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz

Ref:14215

FREESTANDING IMPORTED COOLROOMS. ASSEMBLY & SALES

Exclusive New Zealand agency rights to the "chillerman" brand of imported coolrooms. These coolrooms are of the highest quality, have had immediate customer acceptance, and are able to be sold at thousands of dollars under the next locally available products and will therefore be in big demand.



First year (without advertising!) T/O \$270,000 with 30% GP.

Huge growth opportunity.

Asking price: \$300,000 plus stock
Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz

Ref:14553

CAFÉ – ONE OF THE BEST THE BAY HAS TO OFFER

Strong brand awareness, high foot traffic, uninterrupted views, continuous quality tasty food, modern facilities, excellent processes and excellent year on year profits.



Seating approx 60, the location is extremely popular to locals, tourists and holiday makers with a high rate of repeat custom daily. Annual turnover exceeds \$900k. Annual rent approx \$48k.

This is a daytime cafe only, trading 7am - 4pm 7 days a week.

Asking price: \$390,000 plus stock
Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz

Ref:14335

CALLING ALL ENTREPRENEURS/ MANUFACTURING & DISTRIBUTION

This manufacturing and distribution company has an exclusive product with proven sales and strong growth potential within the water industry.



Over the last three years, the vendor has developed the product to the highest standard - from Design, Trademarks, Patent, Certifications/Standards, and Supplier Agreements.

A NZ Distribution agreement is in place along with interest from overseas markets.

Asking price: \$850,000 + SAV
Leath Craig / 027 290 1122 / leathc@linkbusiness.co.nz

Ref: 13914

PROFESSIONAL HR BUSINESS – TAURANGA

With a substantial BOP client base the current owner has established a blueprint for continued business growth and a projected healthy profit.



With an excellent fitout allowing for growth, this business has all the software and physical infrastructure in place for you to step in and take over. The work in progress will provide assurance of cashflow while the staff are experienced and incentivised to create business opportunities.

Asking price: \$95,000 plus GST
Roger Brockelsby / 027 919 5478 / rogerab@linkbusiness.co.nz

Ref:14363

BEAUTY THERAPY BUSINESS - TOP BETHLEHEM LOCATION.

This large and beautifully equipped beauty therapy salon is a market leader in the beauty business.

Immaculate salon in Bethlehem, a rapidly growing area of town.

It is large enough for the owner to act as manager, rather than hands on in the business.

However a good six figure income is there for owner operator.



Asking price: \$285,000 o.n.o.
Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz

Ref: 13071

BEAUTY SPA & HEALTH CLINIC - TAURANGA

Strong national franchise brand, central town location, new lease, rent \$47K p.a. Sales \$35-\$40K p/mth. Wide range of beauty and health treatments offered. Full training offered by Franchisor. Excellent staff in place, turn-key operation, good franchise support systems in place. Immaculate smart fit out over 180m2.



Price includes plant and stock at approximately \$170k. Two year average return to owner was \$100k p.a.

Asking price: \$295,000 plus stock
Steven Matthews / 021 848873 / stevenm@linkbusiness.co.nz

Ref:14124

PRESTIGIOUS BAY OF PLENTY KITCHEN

Established + 16 years and acknowledged as one of New Zealand's most respected kitchen design and build companies. Sales +\$800,000, Large forward orders secured, cash surplus to the working + \$100,000.



Professional staff in place, excellent showroom fit out, option to purchase freehold or negotiate a new lease.

Ideally suiting an existing kitchen designer or someone with a flair for interior design.

Asking price: \$360,000 including stock
Steven Matthews / 021 848873 / stevenm@linkbusiness.co.nz

Ref:13557

BEACHFRONT INVESTMENT APARTMENT WITH INCOME

Third floor, fully furnished beachfront, spacious, large five star luxury, two bedroom two ensuite apartment, with a balcony and a tandem secure carpark.



The apartment was constructed in 2000 and has been in the successfully managed letting pool earning an excellent income. Leave in the letting, stay in it when you want, and still earn a good return.

Asking price: \$895,000 plus GST (if any)
Tony Brindle / 0274 798727 / tonyb@linkbusiness.co.nz

Ref:14508

MOTEL LEASE HAURAKI PLAINS

This well presented ten ground floor unit motel complex is easy managed by one person. There are eight studio units and 2 x 2 bedroom family units.



There is a rotation of permanent live in clients, giving a guaranteed weekly income along with the nightly let units. The owners three bedroom accommodation is located at the front of the complex.

Rent per annum \$28,125 Lease expiring 2032.

Asking price: \$160,000 plus GST (if any)
Tony Brindle / 0274 798727 / tonyb@linkbusiness.co.nz

Ref:14421

KITCHENS & FURNITURE - ESTABLISHED 20 YEARS +

Manufacturing and installation of kitchens and unique furniture. Located in the central North Island, comprehensive plant list valued at \$155K, highly respected business. Average wage to owner + \$80,000 p.a. Experienced staff in place. Great location, excellent premises. Rent \$34k p.a. New Lease



Rare opportunity to acquire a solid and highly respected kitchen business. Would suit an existing craftsman.

Asking price: \$255,000 plus stock
Steven Matthews / 021 848873 / stevenm@linkbusiness.co.nz

Ref: 14232

FLORIST SHOP IN PRIME TAURANGA SUBURBAN CENTRE.

This successful florist has a "blue chip" location in one of Tauranga's busiest suburban centres.

Recently modernised premises give the shop a modern look with very functional work areas. Interflora accredited.



The shop enjoys a cheap rental for such a premium site & has a very healthy turnover & profitability.

A lovely business for anyone interested in flowers.

Asking price: \$99,500 plus stock
Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz

Ref:14119

MOWER & CYCLE REPAIRS – ESTABLISHED OVER 50 YRS

Same high street location for +50 years. Rent \$19K p.a, easily managed by one owner, dealership agencies in place, and agreements with Multi National DIY stores, quality shop fit out, comprehensive plant list, Mon-Fri and Sat am. Owner retiring due to ill health. Huge growth opportunity by exploiting untapped client database. Returns owner working wage.



Asking price: \$60,000 plus stock
Steven Matthews / 021 848873 / stevenm@linkbusiness.co.nz

Ref:13723

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HOUSE INSPECTION BUSINESS. SUIT EX BUILDER OR SIMILAR

Superb niche market business that provides a high quality pre purchase inspection service for home buyers.

Fantastic business for a builder or similarly qualified person. Put your experience to work for you.

Home based with steady growth in turnover and profits. Very good income (approximately \$100,000 p.a.) with hours to suit your lifestyle.



Asking price: \$95,000 **Ref: 14425**
Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz

MOTEL LEASE BAY OF PLENTY

A Motor Inn with a licensed onsite restaurant, swimming pool and 15 ground floor units consisting of 12 studio and 3 single bedroom units. A plus is the 3 bedroom owners accommodation with the attached office and a large garage for all the toys

Built in the 1980's, has a current lease of 20 years expiring 2034. An excellent first owner complex.



Asking price: \$390,000 plus GST (if any) **Ref:14338**
Tony Brindle / 0274 798727 / tonyb@linkbusiness.co.nz

AUTOMOTIVE REPAIRS WITH FREEHOLD OPTION

Busy workshop in community town covering all aspects of vehicles repairs including WOF's, tyres, wheel alignments, batteries plus more. Freehold option or new lease at \$22K p.a. High street location, quality plant equipment, two hoists. Established +70 years, good mix of commercial and private clients. Husband and wife team with one full-time apprentice. Sales +\$36K p/month, cash surplus to owners over \$100,000 p.a



Asking price: \$210,000 (business) \$305,000 + GST (if any) for Freehold **Ref:14548**
Steven Matthews / 021 848873 / stevenm@linkbusiness.co.nz

MOUNT AUTO REPAIRS WITH A SECRET WOW FACTOR!

Modern premises. Rent \$22K p.a. Lease to 2013. Established for more than 10 years, good mix of clients. Excellent loyalty scheme. Three hoists, fully fitted workshop, SAM software, WOF's, all work covered.

One full-timer, and one part-timer mechanic plus one P/T admin plus 1 F/T owner. Mon-Fri only. Could reduce your home budget by \$12K p.a. Sales \$32K p/month. Wage approximately. \$100K.



Asking price: \$90,000 plus stock **Ref:14544**
Steven Matthews / 021 848873 / stevenm@linkbusiness.co.nz

SURF/SKATE

This Surf Store has been operating since 2001 and stocks the latest surf and skate clothing and accessories. It is Thames' only shop catering to this market and given the quality of the fixtures and fittings this is an absolute steal for a new owner. Attractively presented with high quality plant and fittings, sales average around \$9,000 per week. Priced at stock only.



Asking price: \$150,000 plus GST **Ref:14297**
Roger Brockelsby / 027 919 5478 / rogerab@linkbusiness.co.nz

BIG GAME FISHING LURES

All the hard work is done, this business just needs someone with a passion for fishing who can recognise a real opportunity to expand and grow a small home based business. Re-locatable anywhere within North Island the business comes complete with over \$60,000 of stock, quality exhibition stand and a professional new website. Now you can mix fishing with business!



Asking price: \$86,000 **Ref:14525**
Steven Matthews / 021 848873 / stevenm@linkbusiness.co.nz

MOTEL LEASE BAY OF PLENTY

This well presented very immaculate near new motel, has 14 spacious modern units with flat screen TV's. Seven studio, five one bedroom, two x two bedroom units, and the owners modern three bedroom, one bathroom spacious accommodation with an internal access office. There are well laid out grounds with sculptures and the solar heated swimming pool.

Rent per annum \$74,864 with a 30 year lease.



Asking price: \$550,000 plus GST (if any) **Ref:14449**
Tony Brindle / 0274 798727 / tonyb@linkbusiness.co.nz

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CITY INVESTMENT APARTMENT WITH INCOME

First floor, fully furnished one bedroom/studio apartment.

The apartment was constructed in 2005, is fully furnished, has a balcony with a view of the downtown/inner harbor and an underground secure carpark, a gym, sauna and spa pool.

The apartment is currently let full time earning the current owner a nice income, but this can be changed and placed in the management letting pool.



Asking price: \$299,000 plus GST (if any) **Ref: 14339**
Tony Brindle / 0274 798727 / tonyb@linkbusiness.co.nz

FOOD DISTRIBUTION - SECURE CONTRACT

This long established business delivers fresh and frozen products to a loyal client base. Deliveries are done on four days a week and all weekends are free. A long term supply contract for a reputable brand is in place. The annual turnover is just under \$1.4m and the cash surplus to a working owner is well in excess of \$100,000.



Asking price: \$290,000 **Ref:13577**
Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

LICENSED CAFÉ - 6 DAYS A WEEK

This beautifully set up café is in a key location in popular Downtown Mount Maunganui. There is an impressive array of plant and equipment, all in very good condition. The current seating configuration caters for 30 but this could be increased. Trading is consistent with little seasonal variation and an excellent cash surplus is achieved. Great value for money!



Asking price: \$110,000 **Ref: 13824**
Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

HIGHLY PROFITABLE ENGINEERING BUSINESS

Established 2006, strong growth and highly respected engineering business.

Brand new workshop, excellent plant equipment. Experienced staff and reliable contractors in place.

Rent \$17K p.a, lease expires 2020, Monday to Friday only. Suit an engineer as an owner or ripe for a merger / acquisition.

Consistently providing the owner a wage over \$100,000 with 2011 in excess of \$200,000.



Asking price: \$220,000 **Ref: 12749**
Steven Matthews / 021 848873 / stevenm@linkbusiness.co.nz

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CENTRAL TOWN AUTO REPAIRS - FRANCHISE

High profile downtown location, lease \$42K p.a, strong franchise support and countrywide marketing campaigns. Four hoists and quality plant included. All vehicle requirements covered.

Currently run with one fulltime owner/mechanic with part-time assistance from his partner. There is one fulltime staff member and a part-timer at busy times.

Weekly sales are just under the \$7k level (excl. GST).



Asking price: \$180,000 **Ref:12147**
Steven Matthews / 021 848873 / stevenm@linkbusiness.co.nz

CITY BAKERY PLUS SUBURBAN OUTLET STORE

Two linked stores for sale as one unit.

1. A central city bakery/hot bread shop that has a retail frontage & wholesale trade supplying restaurants in Tauranga with their specialist breads.

2. A suburban lunchbar/bakery selling lovely grab it & go food & coffee throughout the day.

Combined turnover approx \$20,000/week, cash surplus \$160,000K. Sale can be split.



Asking price: \$395,000 **Ref:14184**
Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz

NATIONAL FRANCHISE RETAILER

Established three years, excellent lease in place, sales +\$3m and growing, strong brand and support system. Would return two working owners +\$200,000 p.a or provides 20% return on investment (ROI) under the current, fully managed structure. Plant & stock estimated at 60% of business value.

Net Surplus \$120,000 EBITD (Fully Managed).

Very rare opportunity to acquire a high profile retail business.



Asking price: \$Refer to Broker **Ref: 14395**
Steven Matthews / 021 848873 / stevenm@linkbusiness.co.nz

ROTORUA SUBURBAN TAVERN WITH ACCOMMODATION

With 18 gaming machines plus TAB there is an assured income stream. Only Tavern & venue centre for miles around. Spacious upstairs apartment. Full sized commercial kitchen that could be used for catering, weddings etc.

4,000sqm land plus substantial buildings. Freehold, including business, just \$1.3m returning \$130,000 surplus.

Business only \$150,000. {\$60,000 cash surplus}.



Asking price: \$150,000 business or \$1,300,000 FHGC Ref:13948
Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz

UNIQUE FREEHOLD CAFE IN STUNNING LOCATION

This well-known cafe is situated in the heart of the recently opened Hauraki Rail Trail. Adjacent to a very popular tourist destination and with high traffic volumes, this cafe is perfectly placed to take advantage of the huge potential of the Rail Trail (www.haurakirailtrail.co.nz).

With its tranquil garden setting and captivating interior, the cafe can seat 45 inside and 35-40 outside.



Asking price: \$POA Ref:14501
Roger Brockelsby / 027 919 5478 / rogerab@linkbusiness.co.nz

RESTAURANT/BAR - WHANGAMATA

Lifestyle business on the Coromandel Peninsula. This modern licensed restaurant is situated within minutes walking distance from the Whangamata ocean beach on a busy road offering high profile. The restaurant seats approx 70 inside and 20 outside. It is the largest restaurant in town, providing a preferred place for summer wedding and Christmas functions.



Asking price: \$120,000 plus stock Ref:12063
Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz

WHOLESALE/DISTRIBUTION PACKAGING & SHOP SUPPLIES

This is a clever, low overhead retail wholesale/distribution business model that has the very real potential for serious growth.

Selling high quality, industry recognised product to an already strong customer base spread throughout Bay of Plenty and Coromandel, this one is a must have!

Annual Rent: \$22,710 + GST. Turnover for the 2011 year was \$348,060. Net Surplus \$44,648.



Asking price: \$72,000 + SAV Ref:14317
Leath Craig / 027 290 1122 / leathc@linkbusiness.co.nz

FULLY MANAGED FRANCHISED HEALTH & FITNESS CENTRE

If you are looking for a lifestyle opportunity or want a rewarding working environment with full support and on-going training then this business is just for you.

Currently managed offering a 28% return on investment giving an enthusiastic new owner cash flow from day one, in a top lifestyle destination.

Rent: \$86,108
 Turnover: \$413,314
 EBITD: \$75,136



Asking price: \$265,000 Ref:14063
Leath Craig / 027 290 1122 / leathc@linkbusiness.co.nz

BEAUTY ROOMS OF OPULENCE

Bay of Plenty coastal town - The décor and fit out of the clinic is beautiful offering a preferred retreat to relax and rejuvenate. Wedding and group sessions are very popular due to the coastal location.

The business is beside the shopping village on a high profile site.

The annual rental is very reasonable at \$3,200 plus GST. The business is showing steady growth.



Asking price: \$79,000 plus stock Ref:14392
Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz

WAIHI - BUSINESS & FREEHOLD PROPERTY - HUGE DEVELOPMENT POTENTIAL

The location of this property is strategic within 100 meters of the proposed Discovery Centre which will be the middle of a tourism hub. Currently a fresh produce/convenience store, but an exciting opportunity exists to align the business and property with the new developments. Fast Foods, a café or a gift/souvenir/tourism shop are only a few ideas. Be quick!



Asking price: \$460,000 plus stock Ref:14594
Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

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

WELLINGTON CENTRAL AND KAPITI - LAWN & GARDEN CARE MASTER FRANCHISE

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

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

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



Asking price: \$180,000 Ref:13835
Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

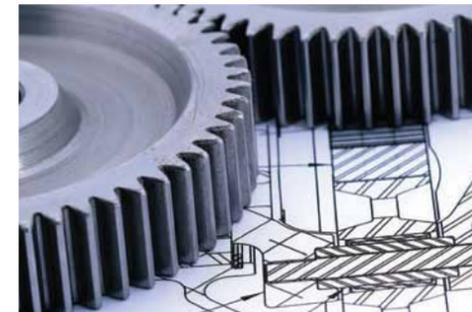
LIGHT ENGINEERING WITH EXTENSIVE HISTORY AND REPUTATION

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

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

The Central City location is this businesses greatest asset and the Vendor is offering the building for sale with the business. The building has a Rateable Value of \$1,075,000.

What a great opportunity to build TWO assets!!



Asking price: POA (Price on Application) Ref:14239
Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

KAPITI COAST SPORTS AND GAMING BAR

This Kapiti Coast Sports and Gaming Bar is one of the best we've seen.

18 gaming machines and TAB, exceptional rent, mature clientele, and very profitable.

All of this on the sunny Kapiti coast where the new Paraparaumu airport will have this town booming with renewed growth.

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

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

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FURNITURE REMOVALS

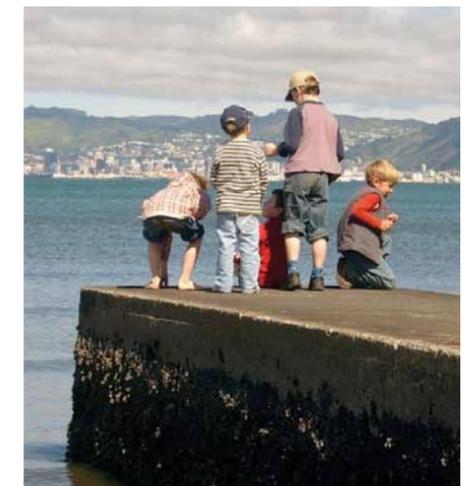
This semi-managed business has been established for seven years and has a well established brand in the Wellington Region. The owners have implemented excellent systems and are currently enjoying an 80% strike rate on quotes. 2012 revenue of \$255,346 produced an EBPITD of \$98,404.



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

PREMIUM CHILDCARE FRANCHISE BUSINESS WITH 3 OPERATING FRANCHISES

This is one of the best we've seen. This after school child care business is a premium provider and an extremely professional operation. Their after school service is a direct reflection of the commitment to quality standards set by the owner, enabling the business to charge a premium in this economy. Comprehensive documentation exceeds CY&F requirements. 2011 EBPITD was \$94,404 for the owners input of approx. 15 hours per week!!



Asking price: \$235,000 Ref:13645
Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz



Businesses for sale - \$1 million plus

NORTHLAND

EASY PROFITS FROM LEISURE, SERVICE, TOURISM BUSINESS

Great fun and very well established business in top Northland location. Excellent trading and profit history. Fully staffed with quality and experienced staff. Easy to run and could be partially or fully managed. Net cash flow to owner operator well in excess of \$400,000. This is a rare opportunity to buy into a quality business with excellent cash flows.



Asking price: \$1,395,000
Ref:14300
Richard Ridler / 09 555 6043
richardr@linkbusiness.co.nz

Businesses for sale - Northland

CASH BUSINESS. T/O IN EXCESS OF \$1.2M

Owners under stress operating two businesses. This video and lotto store has an excellent location in Kerikeri and good profits. Growth opportunity through expansion of video product (games). Suit owner/operator and partner. All offers considered on.



Asking price: \$187,500
Brett Clarkson / 0800 345 670 / brettcl@linkbusiness.co.nz
Ref:13809

GREAT LIFESTYLE WITH HI-TECH MONEY!

Computer Retail and Repair Store – Situated close to the beautiful beach, this one-stop computer store is in the most strategic spot amongst the best shops in town with lock-up parking. 5-day operation with stable annual turnover of \$600k, this simple business gives you great lifestyle balance with hi-tech money! Fantastic growth opportunity with EBITDA \$180k+



Asking price: \$350,000
Meng Murphy / 022-0889118 / stevenm@linkbusiness.co.nz
Ref:14442

CLEANCORP MASTER FRANCHISE OPPORTUNITIES – BAY OF PLENTY, WAIKATO AND WELLINGTON

An opportunity for individuals or couples with management or sales experience. The Master Franchisee's role is to grow and develop the brand within your region. Income is generated from ongoing royalty fees and sales of franchises. You will have commitment and the desire to succeed in operating a proven and successful formula. Our innovative systems have been developed to ensure you achieve success and we provide long-term support.



Bay of Plenty \$95,000 - Ref:13615 **Waikato \$120,000 - Ref:13616**
Wellington \$90,000 **Ref: 13861**
Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

VEHICLE TRANSPORT BUSINESS

Since 1987. Northland's market leader in transporting new, used, and rental vehicles from Auckland north. Excellent profitability generated from a purpose built and modern fleet. Indoor and Outdoor storage also provides good cash flow for the business. Only one-owner who now wishes to have a more laid back lifestyle.



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

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

Businesses for sale - North Island

NEW SITE, NEW OWNER, NEW BEGINNINGS!

Para Rubber has been established in Palmerston North for 25 years. The new site is going to be in a better position with more visibility and foot traffic. This is an opportunity for new owner to set up for less than normal, using plant and stock already available. All you need to do is to make this business what it should be!



Asking price: \$205,000 **Ref:14312**
Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz

RODNEY WAYNE HAIR SALON NEW PLYMOUTH

Great opportunity for this well established and high profile hairdressing salon in the heart of New Plymouth - open for the last 16 years. New fitout three years ago. The salon has a large retail area with seven cutting stations and 3 basins with an up to the minute "hairspa" area. Owner works part-time in the salon. Training and systems in place. Very smart looking salon, great return on investment.



Asking price: \$250,000 **Ref:14193**
Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

SERVICED OFFICES - IDEAL BASE FOR A SECRETARIAL SERVICES BUSINESS!

This serviced offices began operating in 1999, and has been in their current location in the Wellington CBD since 2002. Serviced office staff provide clients with administrative services such as courier pick up and deliveries, stationary, meeting rooms, secretarial requirements and management of a supplied kitchen. Access to the premises for the tenants is available 24/7 with security entry. Operating hours for the 'serviced' elements of the business are Monday to Friday 8 am to 5 pm. Services are not supplied during the Christmas holiday period – 25 December to 3 January, or statutory holidays.



The business would be well suited to someone already offering secretarial services & who could benefit from the addition of comparatively passive income. The business would also appeal to another serviced office operator who could benefit from increased scale and operational efficiencies.

Wellington CBD since 2002. The business hosts 12 physical offices and provides virtual office services for 20 additional businesses.

Asking price: \$130,000 **Ref:13770**
Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

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BUILD ON THIS BRAND!

Palmerston Napier. Ideally located and highly visible, this business needs the hands of a new owner!

Use the expertise of the brand support to get the right mix of products, services and ambience and watch it work. This is about retailing, and great customer service, the well trained staff can sell the plants!! Café is rental income or possibly revenue for new owner.



Asking price: \$292,000 **Ref:14414**
Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz

COBB & CO LEVIN

Cobb & Co Levin represents an outstanding opportunity as the only licensed family restaurant in the Horowhenua Region. The business includes a 120 seat restaurant plus 2 bars – both licensed for 150 people. The business also hosts 18 gaming machines with current weekly site rental of \$2455 (gst inc), and a lease which expires in November 2025. The business is a six times winner of the Best Restaurant Award for the Franchise Group.



Asking price: \$500,000 **Ref:13652**
Dave Morgan / 021 848873 / davem@linkbusiness.co.nz

FREEHOLD HOTEL & MUCH MORE – SUPERSTAR INVESTMENT



Ohakune - All year round adventure playground of NZ.

Absolute opportunity for a Owner operator or Commercial Investment, located in an Adventure playground of New Zealand. Vendor says this complex will be sold for well under Govt valuation.

Complete with furnishings, plant and equipment plus a secured liquor store tenant.

Best 3035m² corner site in centre of town.

Could be split to several tenancies or further development opportunities.

Buy today for practically land value.

Asking price: Offers **Ref:13906**
Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz

CANTERBURY

BUILDING TRADE - WITH DESIGNER INFLUENCE

This business has a professional image – a cut above the rest - and consistent marketing program which has delivered a steady stream of customers. Customer demand comes from throughout the South Island from average and above quality residential properties with an architectural influence. Scope for Commercial too!



Asking price: \$1,250,000
Chris Bryant / 027 228 5688 / chrisb@linkbusiness.co.nz

Ref: 12944

KEY CHCH MOTEL LOCATION, PRIME OPPORTUNITY

Contemporary modern complex of 18 units that provides quality accommodation with friendly service and a reasonable tariff. It is only 10 minutes drive from Christchurch Airport, 3-5 minutes to Riccarton Mall, Addington Raceway & Christchurch Public Hospital.



Asking price: \$889,000
Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

Ref:14388

OUTSTANDING SOUTH ISLAND ACCOMMODATION BUSINESS

This business is one of the largest of its type in New Zealand and offers beautiful scenery & sunny & spacious grounds. It is secured by a long lease, with a reasonable rental, and although it is performing very well, there is still opportunity for revenue and profit growth which will further increase the value of the business.



Asking price: \$1,200,000
Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

Ref: 14273

NELSON

SUNNY NELSON MOTEL IN THE CBD

The business has blossomed under the stewardship of our clients who have fine-tuned all facilities and systems. Now – ready for you to continue a smooth-running operation providing very attractive returns.



Asking price: \$1,795,000
Tony Cridge / 027 227 6050 / tonyc@linkbusiness.co.nz

Ref:13307

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OTAGO / SOUTHLAND

GOLDRUSH HOTEL - FREEHOLD GOING CONCERN

The Criterion Hotel provides a full range of food, beverage and accommodation services. At street level the Criterion hosts the bar, bottle store, restaurant, gaming & garden bar. The first floor is hotel accommodation, rooms and the manager's residence, the Hotel has in total 11 guest-rooms, 7 of which have en-suite facilities. Three backpacker/bunk rooms are available on request.



Asking price: \$1,450,000
Tom Richardson / 027 516 7777 / tomr@linkbusiness.co.nz

Ref:13888

HOTEL AT THE HEART OF THE COMMUNITY

The Waiau Hotel offers comfortable and cosy accommodation and has a total of 25 rooms (including 6 with en-suites) and is able to accommodate up to 54 people, it also has a full range of quality foods from its 3 dining areas – the Hump Ridge Café & Bar, Bar/Bistro dining and the main dining room.



Asking price: \$1,000,00
Tom Richardson / 027 516 7777 / tomr@linkbusiness.co.nz

Ref: 14066

SALES \$3M CONVENIENCE STORE + FRIED CHICKEN DUNEDIN

Well presented large Dunedin convenience store with ultra busy country fried chicken outlet included. Two bedroom accommodation upstairs. Close to university. Weekly sales \$60,000 with high gross profit of over 30%. Hot food sales \$1 million per year. Excellent cash surplus. Long lease and cheap rent. Great opportunity to buy a business.



Asking price: \$980,000 + SAV
Maggie Chen / 021 273 6258 / maggi@linkbusiness.co.nz
Alan Feng / 021 861 358 / alanf@linkbusiness.co.nz

Ref:14413

MAKE A MUSICAL NOTE

Respected music business that is for definite sale. There are three separate income streams, double reed instrument sales & parts servicing, sheet music with resources for education & organizations and musical instrument hire. They have clients and exclusive supply arrangements covering NZ and Australia.



Asking price: \$150,000
Brian Pankhurst / 021 334 865 / brianp@linkbusiness.co.nz

Ref:14549

ELECTRICAL CONTRACTING – PROVINCIAL CANTERBURY

This well known franchised business operates from Christchurch. The Franchisor takes a highly supportive and "hands on" approach to operating the business.



Prior experience is not required
New Franchisees will need to provide for The set up of a showroom, sign written vehicle/s, uniforms, mobile phone and computer and some initial working capital.

Asking price: \$90,000
Brian Pankhurst / 021 334 865 / brianp@linkbusiness.co.nz

Ref:12170

SUPER SIZED PROFITS - INDUSTRIAL TAKEAWAY

Situated on a strategic corner site in the heart of light industrial area, this business is a real money spinner. They have a great track record and first class premises with well maintained equipment. 5 Day week (Monday to Friday) with sales and profit better than many 7 day businesses.



Asking price: \$265,000
Brian Pankhurst / 021 334 865 / brianp@linkbusiness.co.nz

Ref:14217

TURN A TIDY PROFIT

Café for definite sale
Large and growing foot traffic and with further Mall extensions planned this can only get bigger and better!
Great fit-out – not a penny to spend. Just walk right in and get the cash register ringing!
Full details to bona fide buyers with suitable funding on tap! And NO the premises are not licensed.



Asking price: \$350,000
Brian Pankhurst / 021 334 865 / brianp@linkbusiness.co.nz

Ref:13039

MOTELS FOR SALE - OUTDOOR LIFESTYLE LOCATION

This 10 year-young motel is very well-presented with quality chattels. The spacious units are all convenient single-level, and are complemented by a very comfortable 3-bedroom manager's residence. The motel business is secured with a long lease, and strong established performance is showing steady annual increases, with future potential assured from future construction projects planned to commence in the region.



Asking price: \$725,000
Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

Ref:14322

PADDLE YOUR WAY TO BUSINESS SUCCESS

PaddlerZone is "on the stocks".
After more than a decade of stewardship Graeme has finally decided to retire from all things canoeing and kayaking.
PaddlerZone has grown to become arguably New Zealand's finest canoe and kayak centre. At the heart of PaddlerZone is a comprehensive commitment to cater whole heartedly for ALL aspects of the sport. Call Chris for more details.



Asking price: \$400,000
Chris Bryant / 027 228 5688 / chrisb@linkbusiness.co.nz

Ref:14467

TREE TRIMMING BUSINESS

Arboriculture opportunities exist for those seeking to own and operate their own successful business as part of a nationwide brand, servicing the needs of those requiring trees trimmed, shaped, trained, removed etc. Full training is provided with comprehensive support systems in place.



Asking price: From \$49,000 + GST
Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

Ref:TreeTrimming

RECRUITMENT / HUMAN RESOURCES

Established, reputable franchised business covering staff recruitment (industry specific) throughout the whole of the South Island.
"Hundreds" of the country's leading businesses are existing clients, - long standing relationships in place. Full training provided together with back up mentoring during the new owners first year of operation. Ongoing support of a leading Specialist recruitment Franchise with more than 20 Franchisees and over 10 years experience.



Asking price: From \$49,000 + GST
Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

Ref:TreeTrimming

Businesses for sale - Canterbury

BIG IS BEAUTIFUL-20 UNIT MOTEL- PRIME LOCATION

Smartly presented complex with a good mix of family & studio units plus a particularly well laid out 3 bedroom - 2 bedroom owner/manager's residence. There is a long term lease available and the turnover is at \$600,000 pa - plus there is still more room for improvement!



Asking price: \$650,000
Mitchell McLeish / 027 489 2317 / mitchellm@linkbusiness.co.nz

Ref:12360

COMMERCIAL CLEANING

Long standing commercial cleaning business operating throughout Christchurch.

Monday to Friday, no weekend or statutory holidays.

Well trained staff, full and part time + casual.

All equipment in good order, maintained and serviced on a regular basis.

Owners do all Administration and training and help 'on the job' when necessary.



Asking price: \$150,000
Brian Pankhurst / 021 334 865 / brianp@linkbusiness.co.nz

Ref:14591

GREEN DOOR REAL ESTATE - NEW FRANCHISES SOUTH ISLAND

Green Door has two profitable businesses under one brand which means more enquiries, clients & income. Offer your clients the best of both worlds with a REAA Licensed Agent, Sales Service or Private Sales Marketing Service. This brand has had a powerful presence in Nelson since 2001.



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

Ref:14559

LIGHTING ECO/EFFICIENCY IS THE LATEST BUZZ

Lighting business covers a complete range of proven LED lighting fixtures for both industrial & commercial. The key supplier is a major International Manufacturer. The business has on offer, a licensing agreement for a geographical area. All the equipment meets New Zealand standards and there are significant energy & maintenance savings for end user customers. A major opportunity in this more than ever - energy saving world we live in!



Asking price: \$35,000
Brian Pankhurst / 021 334 865 / brianp@linkbusiness.co.nz

Ref:14568

LIGHT PRODUCTION - JOBBING WORK

Sole charge for an owner operator using CAD/CNC type equipment. Training provided if required. Light production - range of repetitive processing type work for various trade customers. Some cash sales. All plant and equipment is well maintained and in good condition.



Asking price: \$120,000
Chris Bryant / 027 228 5688 / chrisb@linkbusiness.co.nz

Ref:13223

ELECTRICAL CONTRACTING - PROVINCIAL CANTERBURY / OTAGO

Electrical contracting business plus bonus heat pump and appliance sales. Long established, good staff. Impending retirement of owners provides a genuine opening for an astute purchaser to benefit from the established customer base. Make the call today!



Asking price: \$395,000
Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

Ref:14079

LIGHT STEEL PRODUCTS - FOR RELOCATION

Made to order components from stock patterns. Supplies one particular industry on a component parts basis. This is a long established business with customers throughout NZ.

Services performed on site; pressing, punching, drilling, welding/fabrication, powder coating.

Sale includes all product records, web site, customer list/history, all plant, dies, jigs and stock of raw materials.



Asking price: \$175,000
Chris Bryant / 027 2285 688 / chrisb@linkbusiness.co.nz

Ref:14607

OUTSTANDING MOTOR LODGE - HOTEL

NEW TO MARKET. Riccarton location, very well-presented stylish Qualmark 4-Star Plus complex, with performance to match. Handy to central Christchurch, Westfield shopping mall, CBS Arena stadium. Quality chattels. Comfortable on-site manager's residence.



Asking price: \$POA
Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

Ref:Ask Broker

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Businesses for sale - Tasman / Nelson / Marlborough / West Coast

KITCHENS - BATHROOMS - JOINERY MANUFACTURE AND MORE!

With their commitment and ability to provide high quality joinery to meet customer needs - this business has been heralded with glowing testimonials and ongoing referrals. The business has a strong, established presence in the Nelson/Tasman region. The business is renowned for custom design, offers a comprehensive product range, all manufactured on excellent equipment.



Asking price: \$150,000
Barry McFedries / 021 873 243 / barrym@linkbusiness.co.nz

Ref: 14481

THE FUTURE OF REAL ESTATE IS HERE

Green Door has been reinventing real estate sales in the Nelson Region for over 10 years. The Richmond office leverages off the already well established, powerful brand presence in Nelson. Green Door's unique customer service offering is a source of two income streams that leads to more enquiries, clients and income. Suit REAA qualified Sales Person motivated to run their own agency.



Asking price: \$75,000
Brian Pankhurst / 021 334 865 / brianp@linkbusiness.co.nz

Ref:14558

MOTEL ON GLIDE TIME?

This motel has a busy and tidy earner, offers a realistic rent and favoured long lease. Your wishes are granted! The 12 spacious units are built on 3 levels - each with a private deck to enjoy the sun all day long. The two bedroom owner's residence is well appointed and is sited for you to enjoy the captivating scenery of the Marlborough Sounds. Guests have given impressive reviews too.



Asking price: \$735,000
Mitchell McLeish / 027 489 2317 / mitchellm@linkbusiness.co.nz

Ref:12528

NELSON MOTEL - NEAR THE BIG TAHUNA

Sited close to Tahunanui Beach, Nelson's seaside address. Spacious 4-bedroom home and delightful 15-unit motel in a secure trading location. The lease has a reasonable rental and will appeal to a new investor seeking a home & income package in a sought-after location.



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

Ref:13310

MARLBOROUGH RENTAL CAR FRANCHISE

Established and well set up. Profitable easy business provides essential service to travelers and tourists. Net profit to owner operator \$100,000. Full price of \$150,000 includes \$120,000 of vehicles at market value. This is a great opportunity to invest in a small business with growth opportunities under. Can be run from home or anywhere in Marlborough.



Asking price: \$150,000
Richard Ridler / 09 555 6043 / richardr@linkbusiness.co.nz

Ref:14360

MARLBOROUGH MOTEL - A HOME AWAY FROM HOME

Located on the main tourist traffic route and a short drive from all amenities. Bustling Twenty unit motel - this one is for a new operator seeking a great business and motel lifestyle, trimmed with spacious grounds too. This motel is a family-friendly motel offering guests a home-away-from-home. The manager's residence is a spacious 3-bedroom home.



Asking price: \$650,000
Tony Cridge / 027 227 6050 / tonyc@linkbusiness.co.nz

Ref:13256

KNOCK ON THE DOOR OF THIS BACKPACKERS

Sanford's Guest Lodge is in the heart of Greymouth. The home and income is a guest lodge and boarding house which comprises of two well maintained purpose built buildings, the first houses 8 guest bedrooms plus a manager's quarters and the other is a 4-bedroom apartment over a large garage.



Asking price: \$340,000
Mitchell McLeish / 027 489 2317 / mitchellm@linkbusiness.co.nz

Ref:12550

RARELY AVAILABLE HOLIDAY PARK IN SPECIAL LOCATION

Located at Picton in New Zealand's magnificent Marlborough Sounds, Alexander's Holiday Park is situated, just three minutes from the Interisland Ferry Terminal. The park is set in native bush by the Waitohi Stream and at the entrance to the beautiful "Essons Valley". This Holiday Park has spacious sites & a diverse range of clean & comfortable accommodation.



Asking price: \$340,000
Mitchell McLeish / 027 489 2317 / mitchellm@linkbusiness.co.nz

Ref:12427

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LEISURE LIFESTYLE - PERFECT MOTEL

Fifteen studio & ground floor units make for ease of operations. The motel is set in an attractive & spacious area with delightful gardens, and a very comfortable 3-bedroom manager's residence. With a Qualmark 4-star rating and excellent trading results, plus a secure lease this motel provides excellent accommodation for those visiting the area.



Asking price: \$550,000
Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

Ref: 14369

HILTON SIGNS - CROMWELL TO EVERYWHERE!

This is a thriving business with a diverse range of customers both locally based and national businesses with operations in the district. There is minimal competition as the business has a dominant position in the market. Along with the solid earnings history they have a substantial well maintained plant & equipment located in a purpose built premises.



Asking price: \$229,000
Brian Pankhurst / 021 334 865 / brianp@linkbusiness.co.nz

Ref:12009

OTAGO/CANTERBURY HOME BASED

Clever, innovative business incorporating smart use of technology. Income flow immediately from inception and will grow as you expand. The new owner needs no previous experience - just bring enthusiastic sales and marketing skills to drive the profits into the bank!



Asking price: \$95,000
Brian Pankhurst / 021 334 865 / brianp@linkbusiness.co.nz

Ref:14032

CAFE IN CENTRAL CENTRAL OTAGO

This café has a fully equipped kitchen which is brilliant for in house or offsite functions and catering, it is also fully licensed but trades daytime hours. The proprietor offers delicious - easy prep fare with indoor & outdoor seating for enjoyable year round trade. Catch the foot traffic from the busy retail shopping precinct just call Tom today.



Asking price: \$175,000
Tom Richardson / 0275 167 777 / tomr@linkbusiness.co.nz

Ref:14213

ALEXANDRA MOTOR LODGE - PRIME LOCATION

Alexandra Motor Lodge is situated on the main highway and is just a few minutes away from Alexandra's holiday makers and business district, when travelling out of town - leads to Clyde. The business offers a mix of comfortable, modern, ground-floor studio and 2-bedroom unit that are ideal for corporate, families or large groups.



Asking price: \$295,000
Tom Richardson / 027 516 7777 / tomr@linkbusiness.co.nz

Ref:13932

OAMARU MOVIE WORLD

A long established business with strong cash flows and steady all year round activity. The business is open 6/7 days per week, has a full on site liquor licence, is well staffed and is situated on the main road with easy on street car parking. The premise is up to date and has a long lease.



Asking price: \$200,000
Brian Pankhurst / 021 334 865 / brianp@linkbusiness.co.nz

Ref:13004

ENJOY CARS?

An iconic New Zealand franchise brand. Based in one of the fastest growing areas of the country this car rental outlet in the Otago Region is set to keep growing. Easy to manage, cash rich and highly profitable. Last year this business made the owner a cash surplus of \$195K. That's a return on your business investment of 54.5%.



Asking price: \$770,000
Basil Badenhorst / 021 023 93 700 / basilb@linkbusiness.co.nz

Ref:14219

SOUTHLAND BEAUTY

The Balfour Tavern and Motels are for sale! The "Balfour" consists of a licensed tavern with public bar area, a spacious dining room and conference/event facilities. There is also a Garden Bar of large proportions complete with an outdoor area for dining, rowdy crowds and the smokers too, and a well stocked bottle store to quench the Southern thirst. Three motel / cabin style units were professionally constructed in recent years.



Asking price: \$550,000 plus sav
Tom Richardson / 0275 167 777 / tomr@linkbusiness.co.nz

Ref:13787

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JOIN THE #1 GLOBAL FRANCHISING OPPORTUNITY – OPPORTUNITIES AVAILABLE NATIONWIDE FROM FAR NORTH TO WELLINGTON, \$210,000 - \$795,000



This franchise is ranked the number-one franchise in its category in the 2011 Franchise Entrepreneur Magazine's 500 rankings. With over 34,000 restaurants worldwide and over 200 in New Zealand this is truly a well systemised franchise system.

The opportunity to gain entry to an exclusive network of the worlds top sub-sandwich stores.

All the hard work has been done establishing these businesses - it's up to you to grow them!

Specialising in provision of the range of salads and sandwiches that the brand has become internationally renowned for in terms of promoting "healthy Living".

The asking price of the business takes into account the physical business assets, as well as the earning capacity of the business. Become part of a growing network of entrepreneurs.

Outstanding opportunity:

- Part of the World's No 1 Franchise
- Part of New Zealand's fastest growing and most successful Franchise
- Profitable
- Growth opportunity for hands on owner operators
- Training Courses in Australia
- Well respected brand providing healthy options

Asking price: \$210,000 to \$795,000
Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

Ref:#No 1 Global

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BE YOUR OWN BOSS!



**MARKETING AND BUSINESS PLANNING –
NATIONWIDE FRANCHISE OPPORTUNITY**

Do YOU want to...

- Own and drive a profitable business
- To join forces with a well marketed HOUSING brand
- A proven building management system capable of controlling over 20 homes per year
- A desirable company profit of more than \$200,000 per year
- An amazing asset to sell - to get off the tools and work for yourself

Do YOU have...

- An extensive range of designs to offer your customers from entry level, classic Bach to architecturally inspired
- Your very own website where customers can view your sales offer
- A fully integrated software programme that keeps track of everything from job details, estimating, back costing to invoicing
- Total management control at the click of a button
- A guaranteed Showhome investor
- Other like-minded business owners to share ideas, aspirations and how to do things better as a team
- The support of a large network to get the best national supply prices

To find out how you can be a part of this exciting Navigation Homes Franchise opportunity throughout New Zealand, please contact Meng today.

Asking price: \$75,000 to \$250,000 depending on territory Ref:#14604
Meng Murphy / 022-0889118 / mengm@linkbusiness.co.nz

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ARE YOU LOOKING FOR A PASSIVE INCOME?

Just Cabins – Franchise

For the same price as a rental property returning \$560 per week. You could own a part time business returning \$2,270* per week.

Just Cabins business owners can either take an active role in the business, or a more passive role (by employing people under contract to do the work for you). An intending investor should consider the following features:

- Can be easily run by one person part-time
 - Cabins are generally leased for the long-term
 - Can be run from a home office
 - Full, comprehensive training & on-going support
 - Taxation benefits, as cabins can still be depreciated (unlike other buildings)
 - Money keeps coming in, even when you are on holiday!
- Franchises are available throughout New Zealand



Asking price: From \$ 175,000 Includes 10 Cabins
Leath Craig / 027 290 1122 / leathc@linkbusiness.co.nz

Ref:13427

*actual turnover from a Just Cabins Franchise

NATIONAL MASTER FRANCHISE

Professional property photography services – NZ Master. This is the first time this franchise has been offered in New Zealand. No real estate or photography experience is required.



The franchisor has developed a network of 43 franchise areas throughout Australia since 2008. This is your chance to use their systems and training to develop the New Zealand franchise network. Hurry!

Asking price: \$150,000 + GST
Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

Ref:14522

SICK OF MISSING OUT ON THE NEXT BIG THING?

We've all seen the Groupon, Treatme and Grab One sites come along and thought wow, if only I had thought of that!

But what if you had the opportunity to grab the next big thing and stop the 'what if' and started 'the doing'.

All the concept to reality hard yakker has been done, which paves the way for you to step into owning it.



Asking price: \$350,000
Greg Young / 021 775 388 / gregy@linkcorporate.co.nz

Ref:14076

LOLLIES INTO LOOT!

Buy this brand and expand it! Well established this needs a new invigorated owner to tap into the growth capable here. Easy to run as your licensees are on the ground putting machines into premises. Purchase price includes machines to be placed, IP, Manuals and current revenue from Licensees.



Asking price: \$290,000
Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz

Ref: 14243

NATIONAL LICENSE OPPORTUNITY WITH PROVEN AUSTRALIAN CONCEPT

If you're into marketing or glamour or working from home and understand that most really good opportunities start at the ground floor, then you better follow this up.



Asking price: \$160,000
John Adams / 021 974 097 / johna@linkbusiness.co.nz

Ref:14382

HOMEBASED, WEB BASED MONEYMAKER – GREAT CASHFLOW!

Owner works 10 - 20 hours per week for \$110,000 after all expenses.

Great on-line store with over 2,000 customers on database with products for home, office and outdoors.

Rated no 1 in its field. Current sales \$313k per annum.

Grab this opportunity now!!



Asking price: \$315,000
Graham Hoffmann / 0274 936 411 / grahamh@linkbusiness.co.nz

Ref:14528

GOURMET FOOD PRODUCTS – MANUFACTURE/ WHOLESALE

Calling all foodies and marketers for this established business supplying a wide range of customers including supermarkets with quality products.

Could be relocated or add-on for an existing business. Great opportunity for owner with marketing skills.

Owners cash surplus \$88,000 per annum

Excellent presentation and comprehensive user-friendly website

Asking price: \$350,000
Graham Hoffmann / 0274 936 411 / grahamh@linkbusiness.co.nz

Ref:14513



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Exciting new opportunity

Domino's New Concept Stores



Domino's is taking pizza to a new level in New Zealand with great looking, modern, customer friendly stores that are going to be launched throughout the country. These stores will be interactive as the customers can see the dough being made, the pizza go into the oven and stay and eat the fresh hot product straight away!

There will be the opportunity for these stores to possibly get Liquor licenses. This will enable the customers to have a wine or beer with their meals, which adds to the ambience and makes a big point of difference for Domino's.

These will be a bigger business operation with larger retail space and bigger staff requirements. We are looking for owners who want the challenge of a new concept to drive this change for Domino's through New Zealand. If you have great customer service skills, good with staff and keen to be part of a growing brand then this could be your next business venture. Join the brand that is number 1 in pizza and number 1 with people. Tap into an international brand with huge marketing experience. There are over 520 stores between New Zealand and Australia and they aim to be the largest franchise pizza brand in these countries!

Asking price: \$500,00 plus some working capital.
Includes fit out, franchise fee and training.
Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz



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THE HEALTHY AND TASTIEST OF OPPORTUNITIES!

The Original California Burrito Company is an exciting new fast food franchise, which offers healthy Mexican food. This business has a small retail footprint and is a proven business model. Current stores have large followings and are returning good profits. These stores have demonstrated what a successful and exciting brand this is. "An instant success", the brand became a staple for young Aucklanders and Mexican food fans alike.

Back in 1992 in a small storefront in the West Village of Manhattan (NYC) a Cal/Mex phenomenon was born. The Original California Burrito Company quickly grew from its humble beginnings to become

one of the most recognizable food brands in NYC. Through its multiple store locations thousands of hungry New Yorkers were served the freshest Cal/Mex Burritos, Quesadilla, Salads and Tacos on a daily basis and now this excellent opportunity is available to a select number of New Zealanders to recreate that success for themselves.

The franchisor is looking to grow the brand nationally and there are several opportunities available, particularly in K Road, Newmarket, Manukau, some of the major malls, Rotorua and Wellington (3 stores - Courtney Place, Cuba St and Newtown) and they are looking for expressions of interest from potential franchisees.

The owners of this brand have built four stores, Commerce St in Auckland City, Queen St in Auckland City, Albany - Auckland and one in The Base, a mall in Hamilton.

The brand has been well accepted, is returning great profits and the stores have a very small footprint.

Territories are available throughout New Zealand. Discover this turn key opportunity!

Price for a new store which includes extensive training is \$300,000 + GST

www.californiaburrito.co.nz



Asking price: \$300,000 plus GST
Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

Ref:14402



Queues at the opening of the Queen St Store, Auckland - June 2012

FIFO - INVOICE DISCOUNTING. HUGE OPPORTUNITIES!

Do you have sales and good relationship skills? Are you hungry and motivated? The Master Franchisee says let me show you how to earn \$100,000



plus p.a for an investment of \$49,500 plus GST plus working capital. This is an outstanding opportunity to join the specialists in providing working capital & fee-effective funding solutions. This invoice discounting business is growing both in NZ and Australia. Franchises are available nationwide. This is a great opportunity to earn excellent returns on funds invested while providing a very high degree of risk minimisation through established systems and procedures.

Benefits are:

- high return on capital invested
- family friendly hours
- proven systems driven business
- repeat customer base
- excellent communication channels & support

Packages available from \$49,500 plus GST plus working capital

Regions available throughout New Zealand

Ref:11743

Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

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THE COFFEE CLUB - VARIOUS LOCATIONS. HURRY!

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



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

Expected price range is from \$350,000 to \$400,000 plus GST

Ref:12536, 13998, 14000 to 14005

Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz