

Businessbroker

The authority on buying and selling businesses

NO 4, ISSUE 2

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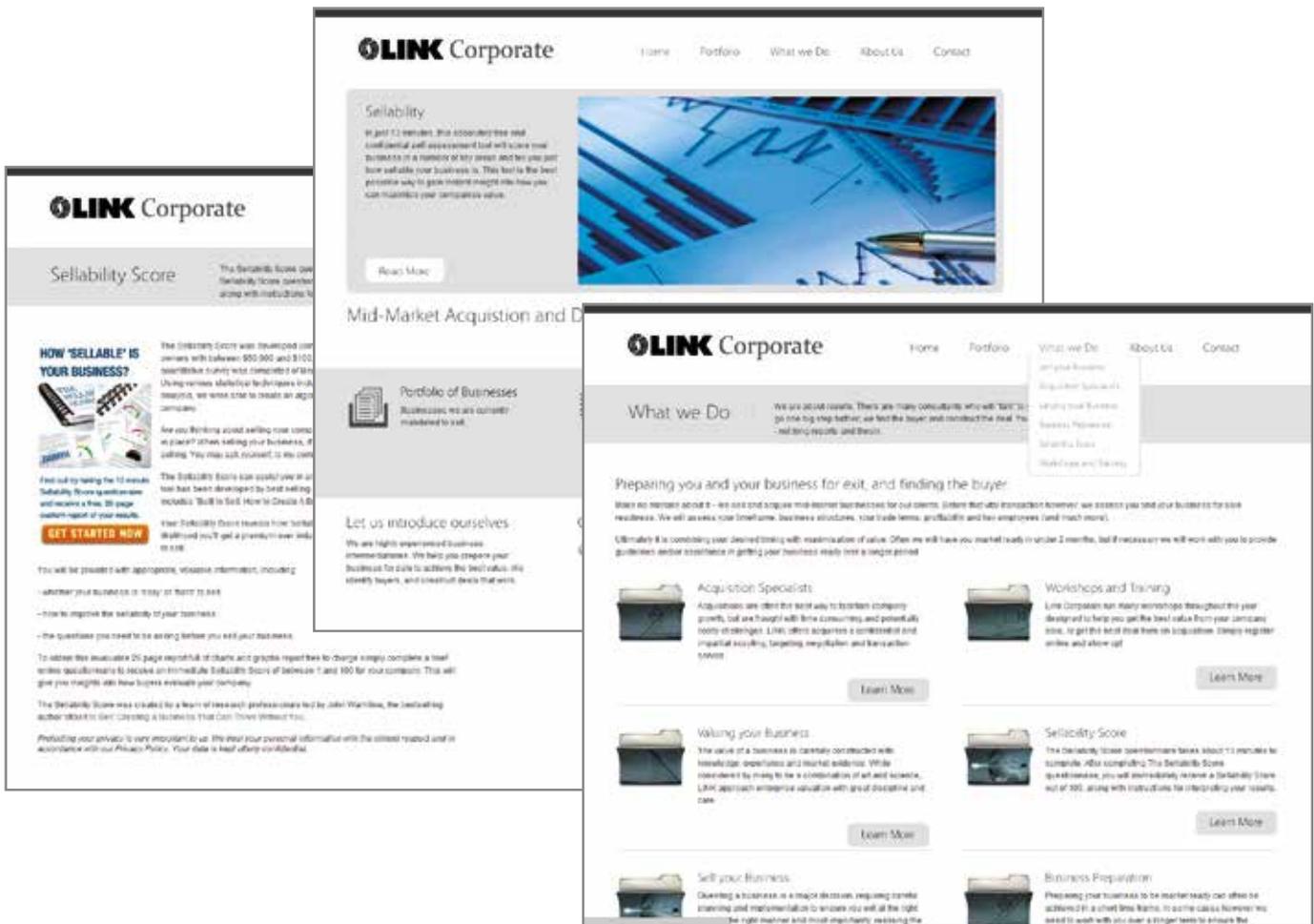


LINK Corporate

The Authority on Selling Businesses

LINK Corporate is a division of Australia's largest business brokerage; LINK. Founded in 1996, LINK has enjoyed considerable growth since becoming an international network of brokerages. While LINK deals with businesses of all sizes and from all industries, LINK Corporate specialise only in larger more significant businesses, typically selling for in excess of \$1 million.

linkcorporate.com.au



“It is a great time to sell a business, but it is sometimes difficult for genuine purchasers to find what they want particularly at the higher end. Businesses operating under management and valued at over \$1 million literally have queues of buyers waiting. If you are a seller in this category, seriously consider talking to us now.”

Aaron Toresen, Managing Director

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View 100's of Business Opportunities**



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 64 9 579 9226 or aaront@linkbusiness.co.nz

With this issue of Business Broker, our lead article is on "selling a secret". This is an area of much misunderstanding and misinformation and so we hope to bring some clarity to the process.

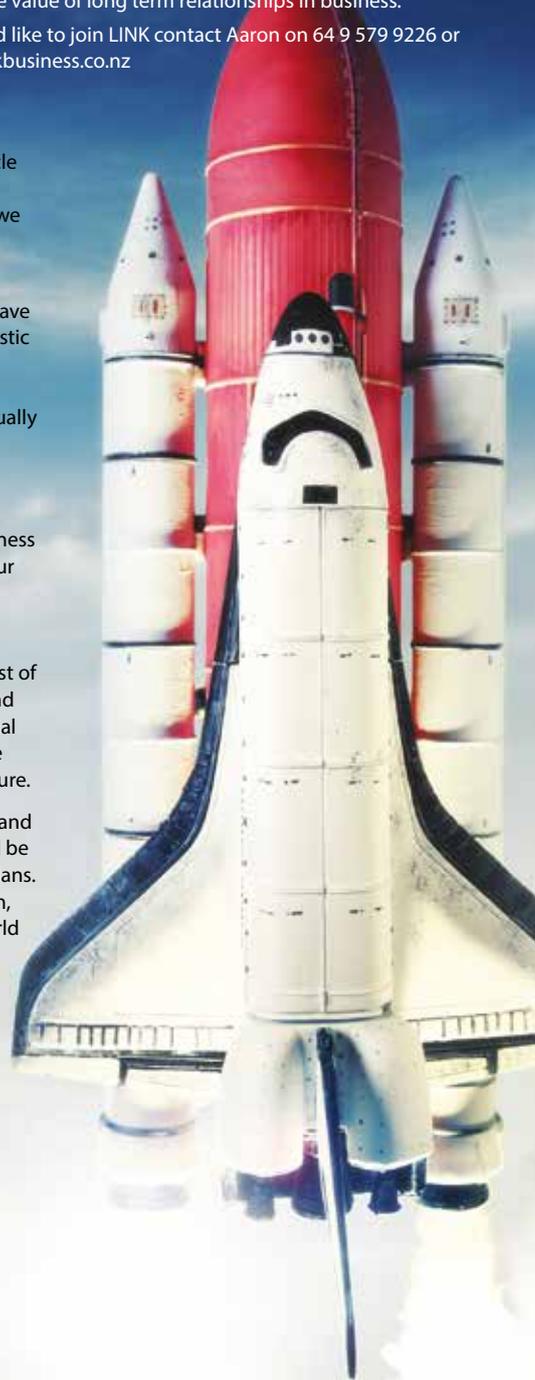
We head into spring buoyed by the fact that opportunities are emerging at every turn. We have never sold so many businesses, and more fantastic businesses are on the market with us than ever before. It is a superb time to buy, and a superb time to sell. Those two phrases are usually mutually exclusive.

We also share the news of a new office in the LINK network, being Adelaide. LINK is the most rapidly growing, and now also the largest, business brokerage in the Southern Hemisphere. With our international network we can genuinely offer business owners access to buyers from around the world. The growth of the network has also provided further opportunities to drive our "best of breed" philosophy by bringing on new ideas and new talent. Our recent discussions with potential partners in Asia have also been exciting and we hope to bring more news of this in the near future.

We hope you enjoy this issue of our magazine, and if you are currently a business owner, we would be very glad to hear from you about your future plans. If it's time to hand over the keys to the kingdom, make sure you have the best brokers in the world at your service.

Sincerely,

Aaron Toresen
Managing Director



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Become Your Own Boss - Become a LINK Franchisee or a Business Broker

LINK is always interested in discussing career opportunities with talented, motivated individuals who want to join our team of business brokers. With over 10 years in the business broking market, LINK has earned an unparalleled reputation as a leader in the industry.

Our valued relationships in the business community, coupled with extensive experience will provide a solid foundation on which new brokers can build their career.

We Want To Hear From You If You:

- Have a Serious Level of Self Drive
- Are Highly Motivated
- Are a Problem Solver
- Are Success Driven
- Have Integrity
- Are Prepared and Capable of Prospecting

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LINK SA and NT

adelaide@linkbusiness.com.au / (08) 8334 0600

LINK Australia Awards

On the 3rd September LINK NZ held their annual franchise conference in Brisbane. The award winners of 2012/13 for Australia are as follows:



Graham Peters
Broker of the Year
LINK New South Wales



Cliff Forster
Salesperson of the Year
LINK New South Wales



LINK New South Wales
Office Award



Myron Plumb
Deal of the Year
LINK Gold Coast



Jenny Harper
Excellence Award
LINK Gold Coast



Cliff Forster
Rising Star Award
LINK New South Wales

Introducing LINK SA and NT



LINK welcomes Bevan Roberts and his team at Adelaide's Dale Wood Brokerage into its network, trading as LINK South Australia and Northern Territories (LINK SA and NT).

The Dale Wood Business Sales Consultancy has been linked with a successful business sales philosophy for over twenty years. Both the current Directors and Brokers will bring to LINK their passion for business sales and an enviable reputation for service. LINK are excited to grow our network of quality brokers each with experience of ownership in their specialist fields. This experience really counts when assessing the worth of business being offered, whilst at the same time it assists purchasers to make the right buying decisions for their futures. LINK and Dale Wood both share a commitment to integrity and professionalism, and this is an important part of our future as we work together.

LINK SA and NT - Director & CEO Bevan is an experienced Manager across an extremely wide range of industries which include Tourism, Education,

Primary Industry, Distribution and Automotive. A South Australian, he worked interstate and nationally for six years, returning to South Australia to establish his own business which he ran successfully for twenty five years. Bevan joined Dale Wood Business Sales Consultancy in 2005 and in 2007 became part of a management acquisition of this well-established consultancy. As an accredited Family Business Adviser he both speaks and mentors on business issues and trends, recently adding accreditation from the Exit Planning Institute, a prominent body based in Chicago.

LINK Managing Director Aaron Toresen says "having Bevan and his team on board with LINK is a great direction for our growth and strength by adding another branch of broking experts to our network within Australia and internationally".

Contact LINK SA and NT today
adelaide@linkbusiness.com.au / (08) 8334 0600

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**Meet the LINK Team
24 - 26 October
Stamford Grand Adelaide**

LINK was also sponsors of the AIBB Conference 2012



Become a LINK Partner Office

How It All Began - Overview

LINK was founded in 1996 to provide a high quality business brokerage, operated by experts with integrity.

Today the entire team at LINK is led by Managing Director, Aaron Toresen, who has been with the LINK group for 12 years, and is uncompromising in upholding the principles of delivering exceptional service to business owners and purchasers alike.

Under Aaron's management, LINK has grown from a small and local brokerage to the pre-eminent business brokerage in the Southern Hemisphere. With offices across New Zealand, Australia and South Africa, LINK is proud of its growth and market dominance - based on results and integrity.

LINK has helped many hundreds of owners of small to medium sized businesses (SME's) maximise their value and exit smoothly. Over \$25 million of conditional sales per month. Over \$1 billion of businesses sold to date.

The success and growth of LINK is largely attributed to three key factors:

1. Specialist brokers and divisions
2. Embracing technology and shaping it to our benefit
3. LINK's unique success system, founded on work place training and competency based standards, which translate into proven training and operations procedures which have been documented in easy to follow sales and administration manuals incorporating appropriate policies, protocols and practices.

LINK will also provide advice and practical "hands on" assistance to all Partners in these areas:

- Assistance to establish a LINK office.
- Assistance with product knowledge.
- Assistance and training in all aspects and procedures by providing all Partners with an exclusive LINK Management Manual.
- Continuous development of LINK websites.
- Ongoing LINK brand development and national marketing.
- Supply of LINK stationery, brochures and promotional merchandise etc all at cost price.
- Rights to use the proprietary 13 Module LINK New Broker Training Manuals available online.
- Recruitment strategies - including marketing process and ideal profile and psychometrics testing (where required) for effective screening of candidates.

Marketing Collateral and Broker Tools

LINK has underpinned the development of its marketing strategy with extensive market research. This research and its analysis clearly points to the position which LINK has adopted of:

- Establishing awareness of broking as a specialist service.
- Establishing the LINK brand as the leader in terms of authority and the customer experience.

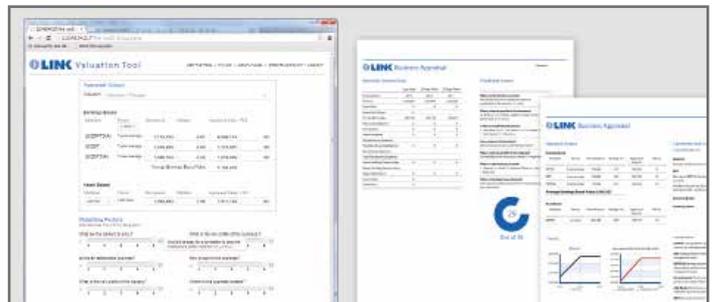
LINK Brochures



BOSS (Business Operating System Software)



LINK's Online Valuation Tool



Become a Partner in the LINK network, and be part of the fastest growing business brokerage in the Southern Hemisphere.

Contact Kevin Atkinson, Partnership Manager for your copy of LINK's comprehensive business overview. Email kevina@linkbusiness.co.nz

SELLING A SECRET

Article written by Aaron Toresen, Managing Director of LINK

Selling Your Business Confidentially

As business brokers representing vendors, we face a unique conundrum; market a business to find purchasers, but keep it absolutely secret. There are of course businesses we can market openly, and many (but not all) franchises fall into this category, as well as some businesses where the owner doesn't feel exposing the company would be detrimental. In the vast majority of cases though, business owners do not want their company identity to be revealed in any circumstances. And in most cases this is for good reason; risk of suppliers or clients being unsettled, staff becoming concerned about motive or job security or competitors gaining sensitive information.

So how do we overcome this paradox and identify genuinely qualified buyers while not exposing the identity of the businesses we sell? The answer lies in having the depth of experience to design robust internal systems. These are the typical steps that LINK brokers follow;

- 1** Discuss confidentiality with our client (the business owner) and discuss expectations and our processes. Different strategies may be employed depending on specific circumstances.
- 2** Design a compelling marketing campaign that highlights the business' strengths and opportunities without disclosing any information that may identify the business. This will usually include ensuring any geographical references are broad and any photographs are suitably generic, and/or approved by the owner.
- 3** Any potential buyer must complete and sign a thorough confidentiality agreement (CA). Among other things, the agreement requires the potential buyer to keep all information confidential, not to share the information with anyone else, and under no circumstances to approach the vendor, any employees, suppliers or customers. The CA is kept on file and is binding.
- 4** In most cases the potential buyer is then required to have a face to face meeting with a broker. The meeting will help the broker assess the suitability of the purchaser, whether they have the financial means to complete a transaction and whether there is any potential confidentiality conflict. If for example the purchaser owns a competing

business, or the broker has any concerns, the broker can discuss the purchaser's identity with our vendor before releasing any information.

5 Depending on the complexity or sensitivity of information, it may be released in progressive parts. The Information Memorandum created by the broker usually contains the relevant information for a buyer to determine whether they would like to make an offer on the business. Some parts may be withheld until the broker is satisfied the purchaser is likely to proceed.

6 Once a purchaser is ready to make an offer negotiations begin. This typically includes a period of due diligence that can vary significantly in length depending on many factors, including the availability of information and the complexity of the business.

7 During due diligence, the buyer is typically provided more detailed information that may include suppliers and customers – but in some cases this is also withheld until every other aspect is considered satisfied.

8 If the purchaser does not proceed then they are obliged under the CA to return all documentation to the broker for destruction.

9 If the purchaser would like to enquire about another business, the broker will have them complete a new, specific CA for that business and the process starts again.

We take confidentiality extremely seriously. Our reputation depends on it and our clients (rightly) demand it. For these reasons, we will often decline to work on general instructions where other brokerages are also instructed to represent the sale of a business. If other brokerages operate without the same strict procedures, confidentiality can and does get breached and it will be out of our control.

Selling a business is a complex and detailed process, but as a client of LINK it is actually quite straightforward. Simply contact one of our offices anywhere in Australia and they will take care of everything. And while we are busy doing what we are great at, you can carry on doing what you are great at, in the knowledge you are being looked after by the very very best.



Become a LINK Business Broker

Ideal candidates will enjoy helping people achieve their goals, and see opportunity in challenging situations as opposed to obstacles!

LINK is selective when choosing those to join its team of professional business brokers, and is seeking full time, committed professionals with entrepreneurial drive, and significant energy. That's because when you join LINK, you are choosing to team up with the Australasia's Premier Business Broking Firm. You have made the decision to exponentially increase your efficiency, expertise and most importantly, your earnings.

For the last 12 years, LINK's leadership in the industry has pioneered and set the professional standard by which all other business brokerage firms are measured. LINK's unparalleled experience and expertise, unmatched resources, and the most highly trained network of Professional Business Brokers have been instrumental in the sale of 100's of businesses in NZ and Australia.

When you become a LINK broker you will be trained to provide every client with exactly the same level of service and professional resources that a large institutional client receives from their investment banker. LINK is committed to working diligently with every broker as advocate and mentor, providing each with the proper tools and training needed to successfully compete within the industry, while providing a comprehensive team consultative approach to each and every business transaction, combined with continual ongoing training and support. You'll find yourself in extremely good company as a Professional dealing with other like-minded Professionals.

If you are an ex-business owner and interested in earning top dollars while interacting with likeminded people, please contact your nearest office. (All applications will be treated as confidential)

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LINK SA and NT
adelaide@linkbusiness.com.au / (08) 8334 0600

Frequently Asked Questions

Q. What support does LINK provide?

Training LINK Academy, LINK BOSS, LINK Appraisal Tool, powerful cloud based IT Solutions, one on one field training, team/peer support, office facilities, promotional materials, documents, ready access to management

Q. Who will provide the support?

Your local manager, the office administrator, the local team, and the Head Office from time to time.

Q. How does LINK differ from it's competitors?

Specialised high quality service, materials, systems, people, processes, resources. Nobody compares.

Q. What is the prime LINK advantage?

The cumulative whole – the sum of all the parts.

Q. How much can a broker typically earn in the first year?

First and foremost earnings are strictly a function of a brokers application from day one. Typically the larger the listing the larger the earnings. The number of listings may also influence earnings. Top brokers earn in excess of \$600,000 p.a.

Q. Will I make a good business broker?

Firstly, ALL types of people make good brokers. At the heart of all successful brokers is their personal commitment to themselves, and a high level of self-drive.

Q. Are there any restrictions?

YES, a broker must be licenced! Find out how to study for and obtain a licence.

Q. What are the costs?

The establishment and running costs are quite modest given the earnings opportunity. Initially there are study and licence costs. Once underway there is continuing education and personal promotion and typically motor vehicle, phone and home office costs.

Q. What are the downsides to being a business broker?

As a business you do not have anything to sell later on – there is no accumulated equity. There is no set "pay day". A broker needs to have savings (working capital) until a cash flow is established.

Q. How long will it take for me to complete my first sale?

How good are you? Typically between 4 and 6 months, but highly driven brokers have achieved their first deal within 8 weeks.

Q. Do you have good systems?

We have world-class systems that have been developed over the last 18 years. Our IT platform is completely cloud based and our full time IT team works constantly on improvements and ensuring we are at the cutting edge of technology.

Q. What is the culture of LINK?

We value Integrity very highly and have a zero-tolerance policy towards unethical behaviour. If you are honest, driven and ethical, you will fit in well. We encourage healthy competition and self-achievement.

The “Love Affair” with the Square Metre hence the Misallocation of Stakeholders’ Capital in the Retail Property Sector, by Don E Gilbert

Don Gilbert is a Specialist Retail Valuer (“SRV”), a 3D Economist and an Arbitrator. He provides independent, impartial advice to tenants, landlords and prospective investors. He is also the inventor of the GEM Method of evaluating current market rent.

BACKGROUND

Note: This is an extract from a three part series for publication for the valuation profession. My research shows there are major flaws on how rents are assessed and risk is evaluated, hence there are flaws in the valuation of income producing property and how Business Capital is being matched to Property Capital when one negotiates leases. Two further articles will cover the topic.

The most “popular” method of assessing retail rents is to use the “Method of Comparison; that is wherever there is evidence of comparable transactions on which to base current valuations” (Millington, A. 1996) as a reference. In regard to rental value, the comparison is usually made on a dollar per square metre basis (“\$/M2”). Whilst this is customary practice, one must ask: “Is it correct?”

All property practitioners and lessors know what \$/M2 means; it is the annual rental sum divided by the leased area of the premise. How does it link back to the performance of the business; the businesses’ Annual Financial Statements; one’s Business Plan, etc.?

This \$/M2 figure tells one absolutely nothing about the specific lease, or the site and location, or the specific business being conducted there eg. pharmacy or newsagent!

¹ In *Robinson Brothers (Brewers) Ltd v Houghton and Cheser-Le-Street Assessment Committee* [1937] 2 KB 445 at 468 – 471, Scott LJ stated “This kind of estimating is a skilled business and it is here, especially, that the role of the skilled valuer comes in”. Wise words considering they were used in 1937.



The Pitfalls & Limitations of Using Derived \$/M2 Rental Data

Professor Alan Millington B.Sc. (Est Man), FRICS, IRRV, FI Mgt., FVLE, observes in his paper that some valuers seem to have a “love affair” with the “comparable” and suggests that this method holds many dangers. He questions how it is possible to transplant “evidence” from one location to another, or from one business use to another, when there are different personal and business circumstances surrounding each transaction, as well as underlying economic conditions that may have changed since the previous transaction occurred. He says that comparisons “may be helpful” but only “if comparable transactions are sufficient in number and sufficiently comparable to be acceptable evidence and to give a reliable indication of either general levels of value or trends in value”.

In other words, the problem isn’t with the Comparison Method per se, but with the use of \$/M2 rental data as the sole basis of comparison in a valuation, without considering the impact of the resulting rent, and without linking it to other factors that might influence “value” such as the type and size of business opportunity presented by the lease.

An example from my files demonstrates the issue well; I have records of one business category that has a trading range of between \$3,000 and \$30,000 per square metre per annum. That’s a factor of ten! However, average sales for this category is roughly \$10,000 per square metre per annum, and a reasonable “benchmark” rent is documented as 4% of turnover at that level of sales, or \$400/M2 per annum. But would it be reasonable for the operator that is turning over just \$3,000 per square metre per annum to pay the same \$400/M2 per annum, which is 13% of turnover? What about the operator trading



The FACTS behind this article are about the stakeholders' reliance on using \$/M2 rental data i.e. "derived data" – as the basis of the Comparison Method of assessing "current market rent" which State Tenancy laws also require to be the "reasonable rent".

ALL STAKEHOLDERS whom I have witnessed over my career have transplanted a \$/M2 rate, without explanation or adjustment, from totally unsuitable "comparables", including those from: different business categories, different types of locations with vastly different volume/business opportunities, situations in which the negotiations were subject to duress, etc.; a list as long as your arm.

Frequently, these \$/M2 "comparisons" are used as the basis for further calculations that magnify the effect of any inaccuracy or error, thereby providing "evidence" that supports spurious conclusions that may favour one party.

It is often "engineered data"; used to value leases (set rent), and therefore can result in a gross MISALLOCATION OF ALL STAKEHOLDERS' CAPITAL with ruinous consequences in the short term for some parties, but disaster in the long term for ALL concerned.

Unfortunately, this systemic failure has been aided and abetted by our legislators, regulators and court systems, few seem to understand the economics behind it or the consequences.

'how it is possible to transplant "evidence" from one location to another when there are different personal and business circumstances'

at \$30,000 per square metre per annum? Paying \$400/M2 per annum would equate to rent of just 1.3% of turnover; surely this is not fair to the landlord or property owner?

And these synopses ignore a wide range of margins often linked to a permitted use advantage or disadvantage, linked back to competition within a catchment, or a centre or socio-economics of the catchment.

In the first instance you have a business that will be struggling to cover operating expenses, let alone amortise set-up costs or make a profit on the "Business Capital" invested; in fact, it is likely to fail, thus reducing the revenue generated by the "Property Capital" invested in the location, at least temporarily. In the second instance you have a business that will thrive, providing a healthy return on Business Capital, even if it were paying a much higher rent that would also provide a healthy return on the Property Capital invested.

In other words, on opposite sides of these equations there is always another Stakeholder who has invested Capital in the mix; in every instance where rent is not set properly at the "current market rent," Capital is being forcibly transferred from one stakeholder to another. Ultimately, this leads to a highly dysfunctional and damaging misallocation of ALL Stakeholders' Capital.

Part 2 Section 2 of the Retail Shop Leases Act of Queensland states: "The object of this Act is to promote efficiency and equity in the conduct of certain retail businesses in Queensland." It is firmly submitted, that the Object of the Act would be failing if Business Capital is not being efficiently matched to Property Capital.

Professor Millington goes on to suggest that a major determinant of retail rental values is the perceived potential profitability of various retail activities. This point was made repeatedly by landlord representatives during the 1997 Fair Trading Inquiry (Hansard, 1997). According to Millington "...it is the present and future trading potential of a property which determines its present rental value, and in the same way it is the anticipation of future rental returns which determines the present capital value of a property." But Millington also points out that the "quasi-monopolistic supply" of retail properties in Australia results in limited bargaining power for the tenant, especially at end of lease.

Needless to say, this is the mechanism that has led to what I believe is a substantial retail property asset bubble in parts of a range of properties in Australia, one that is exemplified by the 2012 sale of Top Ryde City, a Regional Shopping Centre in Sydney, to Blackstone in the USA (Schlesinger, L. 2012). This one centre alone was overvalued by around \$500,000,000 dollars.

CONCLUSION

In my next article we will cover the Comparison Method in some detail followed by the Profits Method. In fact most of the problems caused by using the Comparison Method could be resolved by combining it with other methods that "test" any derived "evidence" by linking it back to the actual performance levels of the specific business and site. Or, as Professor Millington suggests, "the Profits Method of valuing leases should be applied".

However, one mystery remains: why do so many business owners commit to poorly structured leases and/or leases that lock them into unsustainably high rents?

I suggest that there are many reasons. Astonishingly, many are supported by their accountants and solicitors who are required to sign off on a "Financial Advice Report" or a "Legal Advice Report" before the business owner signs the lease in Queensland.

Owners of Business Capital; I suggest negotiate all leases on an annual sum basis including deferred rentals i.e. lease incentives and link them back to your Annual Financial Statements (Profit and Loss).

About the Author

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Does Your Business Measure Up?

Unless you measure business performance, you won't be able to tell if it needs attention. If you want to improve the profitability against your goals or industry benchmarks then you need to measure it. Here are a few places to start looking, particularly if you are preparing your business for sale.

Sportspeople obsess over the times they run, the accuracy of a throw, or the goals they score. If you want to lose weight the first thing we do is get on the bathroom scales. We need to measure our current position, set a target, and then measure the progress to the target.

So if we all concede that measuring is crucial, then why is it that so few small businesses use key performance indicators to manage their business? Here are some steps to get started.

1 Are your accounts up to date? Many businesses only enter data to their accounts at the end of a month or quarter. Therefore any reports they run can be up to three months out of date. Only by having your accounts constantly up to date can you get reports that are current and which you can use to make decisions about what needs changing. A good guide is to ensure last month's accounts are up to date and reconciled by the 15th of the current month.

It is then important to run Profit & Loss, Sales Performance and other reports to properly assess and act on the performance of your business.

2 What to measure. Running a profit and loss statement is a good starting point, but what else do you measure? A cash flow report, Aged Debtors/ Creditors, Sales Margins by Product, etc. More detailed reports on your ledger may provide the ability to drill down into key data to provide information of the actual performance of the business in key areas.



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3 Measure inputs as well as outputs. Not everything is in your accounts! You could also be reporting on (and therefore measuring) the drivers of your business. These will vary from business to business, but may include website hits, forward orders, the percentage of enquiries converted to sales, dollar per sale or a measure of repeat business. Some businesses make use of feedback mechanisms to measure customer service, satisfaction, source of business and repeat business to make informed decisions on how to more effectively market products or services.

It is also useful to monitor supplier activity since consolidation of suppliers may yield better discounts and therefore gross profits margins.

4 Comparing against Benchmarks? Interpreting any of your reports can be quite difficult without some basis for comparison, and that's where comparative benchmarks are useful. The three most common measurements are a previous period (such as this year against last), a budget (or forecast) or a comparison with what is the normal performance for other businesses like yours. Some industry benchmarks are available from the ATO website and industry associations.

5 Do you look at ratios? Not everyone knows what this means, and those that do often switch off, thinking that ratios are boring! But monitoring just a few simple ratios can tell you so much about what is going well in your business.

For example, rather than just reviewing gross profit as a dollar figure, track your gross profit percentage (divide your gross profit by your sales and multiply by 100). Using a ratio makes it much easier to spot trends (good or bad), or to compare (either to a budget or a benchmark).

Similarly, get into the habit of tracking some balance sheet ratios, such as debtors' days (how long it takes your customers to pay) or current ratio (a measure of your ability to pay debts on time). Some businesses also monitor "stock turn" a ratio of purchase, stock on hand and sales. For example a business with a monthly turnover of \$200,000 may hold stock of \$100,000, representing approximately 2 weeks value of sales.

6 Interpret the results. All of these tools should help interpret the results, but you might also want to seek advice from an Accountant. Whatever you do, make sure the information you're obtaining about your business means more to you than just "numbers on a piece of paper".

7 Take action on the results. Once you understand the causes of the results in your business – both the good and the bad – you are now in a position to act on information that will enable good decision making and thus change your business results in the future.

There are many factors that affect the operation of a business but only a few will be key to its performance and knowing what they are and then focusing on them will help you understand your business operation. Being able to set better goals from measuring business activity should be a priority it will likely lead to achieving more satisfying outcomes, that is, profit!

About the Author

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E: chris@linkbusiness.com.au
W: linkbusiness.com.au



Does ownership of an Australian business automatically entitle me to a visa?

It is often asked by business owners whether they can sell their business to a migrant. The simple answer is yes - you can sell your business to whoever you wish. In a similar vein, another common question is from potential business purchasers who want to know if ownership of an Australian business will automatically entitle them to a visa. The answer to this question is no. There is more to visa eligibility than just business ownership: the key is to demonstrate business acumen and an overall successful business career.

The most commonly used visa class for potential migrants looking to purchase an Australian business would be the Business Innovation and Investment Visa. This comprises of two parts: a Provisional visa, and a Permanent visa. The Provisional visa allows migrants to either establish a business, or operate an already established business in Australia. The Permanent visa allows the migrant to remain in Australia, provided he or she has maintained ownership of an actively operating Australian business.

THE POTENTIAL BUSINESS OWNER

As the name suggests, the Provisional visa is a temporary visa and permits migrant a four year stay in Australia. Under the Provisional visa, the focus is more on the migrant, rather than the business itself. If you are the current Australian owner of a business, you need to prove your business is a 'qualifying business' - meaning simply that it is operated to make profit through the provision of goods and services (excluding the provision of rental property) and is not used only for the purposes of speculative or passive investment.

The key criteria that must be met for the Provisional visa is that the migrant must demonstrate he or she has business acumen and experience, and either a genuine and realistic commitment to establishing a business in Australia, or a commitment to maintaining direct and continuous day-to-day involvement in an existing business. Although a specific business plan is not usually required, the migrant will need to demonstrate an understanding of the Australian business environment they would be operating in.

Applying for a Provisional Business Innovation and Investment visa is a two-step process. Migrants must first lodge an online Expression of Interest and meet a points test. Points are available for a range of criteria including age, English language abilities, educational qualifications, business experience, and net personal and business assets.



The second step is applying for the visa after receiving an invitation to do so. An invitation will only be received after the potential migrant's profile is viewed online and he or she is nominated by a State or Territory government. To then apply for the visa, the migrant must provide evidence of both assets, and business experience and ownership. He or she needs to show ownership in a business with an annual turnover of at least \$500,000 in two of the past four fiscal years. He or she will also need to show business or personal assets of at least \$800,000 that can be put towards the establishment or conduct of a business in Australia within two years of the grant of the visa.

THE AUSTRALIAN BUSINESS

The Permanent visa is granted on the basis of the migrant's ongoing ownership in an Australian business and commitment to maintain his or her business activities in Australia. The migrant must have held an ownership interest in an Australian business for the two years immediately prior to the application for the Permanent visa being made.

In the Permanent visa stage, there is a greater focus on the performance of the business than in the Provisional stage. For the grant of the Permanent visa, the following aspects of the business can be assessed:

- The business' annual turnover;
- How many Australian citizens, permanent residents, or eligible New Zealand residents the business employs;
- The net value of assets, not only of the business, but also of assets owned personally by the migrant.

If you are interested in buying an Australian business and wonder if the Business Innovation and Investment visa is the most appropriate option for you to live and work in Australia, you should consult a registered migration agent. There are a number of alternative visa options for would-be business owners and a migration agent can help you identify the most appropriate one for your circumstances, as well as guide you through the process.



If you are a franchisor, you'll know that the success of your business relies heavily on the quality of your franchisees. Finding the right person is an exacting task. We at LINK are specialists in franchise recruitment and resales, we know.



LINK's Franchise Division specialises in the sale of business format franchises. With a combination of the best franchisee selection skills and the best business broking skills, we are the only franchise recruitment agency of our kind. Our role is to present the information about your business in a very systematic and professional manner, and to target, test and recruit franchisees to match your profile. LINK recruits franchisees nationwide for selected franchisors that have well documented systems.

To discuss how LINK can help you in the development and growth of your franchise call LINK today on 1300 763 668.



The authority on selling businesses

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

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South Island

Christchurch 03 366 3394

HEAD OFFICE

LINK Business Franchising Ltd

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Ellerslie, Auckland, NZ

CONTENTS OF BUSINESS OPPORTUNITY SECTION

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Classifieds

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

Food Wholesale and Distribution Brisbane



Specialising in the wholesale and distribution of a huge range of food products, this business is the prominent supplier in its field. Very long established, over 10 years with an outstanding reputation for quality and service. High turnover of approximately \$13m/annum, and very profitable. Includes all plant, equipment, fixtures, fittings, IT infrastructure and vehicle fleet.

Asking price: \$3,000,000 plus Stock

Ref: 11779

Christina Li / 0405 613 788 / christinal@linkbusiness.com.au

Management Rights with the WOW Factor



A huge manager's accommodation unit with sea views, two bedrooms and 2.5 bathrooms, plus surrounding balcony. The complex offers an indoor and outdoor swimming and spa facility, tennis courts, gymnasium and function room.

There are 18 permanent letting units in the pool demanding rents, between \$500-\$750 per week.

A body corporate salary of \$171,250 pa with a total income of over \$200,000 pa.

Asking price: \$1,750,000

Ref: 11766

Glen Dixon / 0410 517 000 / glend@linkbusiness.com.au

Food Ingredient Manufacturer



Turnover \$2,800,000

- * International and domestic supplier.
- * Established over 15 years.
- * Experiencing huge growth.
- * Multiple product lines.
- * HACCP and AQIS Approved production facility.
- * Management staff in place.
- * Approx. \$200k Plant and Equipment included.

This is a well-structured business positioned to grow beyond current operation.

Asking price: \$1,100,000 plus stock

Ref: 11223

Chris Cooper / 0403 865 959 / chrisc@linkbusiness.com.au

Motel Business and 6 Acre Freehold

Net Profit \$311,213 (2012)

Highway position on the foothills of Toowoomba.

Easily operated by H&W + one casual.

The cabins/units will be freshly painted by current owners before settlement!

Opportunity to increase the number of units from 18 to as many as you want in order to increase the net and value of the current business! Licensed operated restaurant on site.



Asking price: \$1,800,000

Ref: 10790

Peter Jackson / 0418 986 991 / peterj@linkbusiness.com.au

Established Healthy Food and Diet Plan Manufacturer

Providing pre-prepared meals delivered across Queensland with a commercial kitchen and distribution network in place. Weightloss programs for thousands of customers with a focus on specialist requirements like diabetics, celiac and low cholesterol meal options. This business has enormous potential for continued future growth. Highly developed business systems, procedures and manuals. Consecutive sales growth and profitability over the last six years.



Asking price: \$800,000 plus Stock

Ref: 11713

Seth Levertton / 0406 109 150 / seth@linkbusiness.com.au

Businesses for sale - Sunshine Coast QLD \$1 million plus

Meat & Seafood Market



- Solid turnover \$7.5 million approx. Net \$600k+. 2013 tax year.
- 95% retail sales with huge opportunity to develop further.
- Fully managed - loyal experienced staff in place.
- Interactive website with weekly mail outs and competitions.
- Convenient location with ample off street parking.

Asking price: \$1,600,000 plus Stock Ref: 11658
Wim Janssen / 0451 074 099 / wimj@linkbusiness.com.au

Air Conditioning, Refrigeration and Solar. Est. 23 years

- Very loyal domestic and commercial client base with 60% repeat customers
- Highly qualified and mobile technical staff, allows coverage across the Sunshine Coast market
- Air Conditioning: approx 50% of turnover. Full design, supply, installation and servicing
- Refrigeration: Commercial design and supply with fully equipped service vehicles
- Solar: Customised solar power solutions for any application, domestic and commercial.



Asking price: \$1,550,000 WIWO Ref: 11827
Glenn Jonas / 0400 401 919 / glennj@linkbusiness.com.au

Golden Opportunity - Well Established Service Business

- Operates 5 days a week
- Unique business with little competition
- Excellent financials netting over \$500k - 2013 tax year and increasing
- Low risk, contracts and dedicated staff in place
- Retiring owner willing to stay on to help manage the business
- Well positioned to capitalise on future growth



Asking price: \$1,395,000 plus Stock \$40k Ref: 11829
Wim Janssen / 0451 074 099 / wimj@linkbusiness.com.au

Highly Successful Cleaning Business in Noosa

- Turnover over \$10,000 pw
- Reliable, professional, well trained team
- Same owner for 7 years
- Full training provide to new owner
- No franchise fees
- No rent or overheads - home based.



Asking price: \$165,000 WIWO Ref: 11767
Manuel Ribeiro / 0429 626 835 / manuelr@linkbusiness.com.au

Metal Fabrication

- Well established business, with purpose built factory
- Turnover of \$2.8m in 2013 good net profit
- Excellent team of tradesman and loyal staff
- Extensive client base in the building and mining industry
- Centrally located with easy access to all major roads



Asking price: \$625,000 plus Stock Ref: 11460
Wim Janssen / 0451 074 099 / wimj@linkbusiness.com.au

Fruit and Veg Store

- Ideal family business
- First time on the market
- High profile location in busy plaza
- Modern shop-fittings and equipment
- Favourable lease terms
- No accounts, cash business



Asking price: \$275,000 plus Stock Ref: 11746
Manuel Ribeiro / 0429 626 835 / manuelr@linkbusiness.com.au

Country General Store

- Profitable general store plus 4 bedroom home
- Ideal family business with country lifestyle living
- Established since 1950
- Simple, easy to manage
- First time on the market - inspection a must



Asking price: \$960,000 WIWO Ref: 11765
Manuel Ribeiro / 0429 626 835 / manuelr@linkbusiness.com.au

Businesses for sale - Sunshine Coast QLD

Computer Sales and Service

- Authorised Apple and Toshiba reseller
- Only authorised apple education reseller in area
- Run under management, extensively trained staff
- Excellent systems and procedures in place
- Includes retail outlet and separate sales and tech workshop



Asking price: \$500,000 plus Stock
Wim Janssen / 0451 074 099 / wimj@linkbusiness.com.au

Ref: 11744

Café / Chocolateria Noosa

- This Chocolateria/cafe experiences a high level of return customers
- Great business for husband/wife
- Easy to operate and manage, 5 1/2 day week
- Beautifully presented with excellent fit-out
- Very high profit margin - Rent only \$560 pw



Asking price: \$99,000 plus Stock
Manuel Ribeiro / 0429 626 835 / manuelr@linkbusiness.com.au

Ref: 11557

Diesel Repairs, Maintenance and Fabrication

- Niche business
- Specialist customer base
- Sustained customer base
- Current owner since inception 2007
- Owner will stay on if required



Asking price: \$295,000 WIWO
Glenn Jonas / 0400 401 919 / glennj@linkbusiness.com.au

Ref: 11533

Healthy Life - Caloundra

- Situated in Caloundra's #1 shopping centre
- Established for 15 years with a loyal customer base
- Experienced staff in place
- Naturopathic Clinic and Herbal Dispensary
- Newly refitted shop (Nov 2012)



Asking price: \$75,000 plus Stock
Manuel Ribeiro / 0429 626 835 / manuelr@linkbusiness.com.au

Ref: 11631

Beachfront IGA Xpress

- Excellent position opposite beach
- Leading independent grocery retailer in Australia
- Supportive franchise with group driven marketing initiatives
- Long established and profitable business
- Ideal lifestyle business opportunity



Asking price: \$215,000 plus Stock
Manuel Ribeiro / 0429 626 835 / manuelr@linkbusiness.com.au

Ref: 11731

Muffin Break - Sunshine Coast

- Situated on the Sunshine Coast - Noosa
- Large kiosk with substantial communal seating
- Rent will be \$1,696 per month plus outgoings promo, storage plus GST
- Investment of \$70k secures this business
- A great opportunity awaits the right person



Asking price: \$70,000 plus stock
Chris Cooper / 0403 865 959 / chris@linkbusiness.com.au

Ref: 11033

Retail Luggage and Travel Goods

- Located in a major shopping centre
- Long established for over 12 years
- Proven business model
- Owner needs to retire
- NOT part of a franchise, self-managed



Asking price: \$140,000 plus Stock
Wim Janssen / 0451 074 099 / wimj@linkbusiness.com.au

Ref: 11677

Rent Roll / Real Estate Agency - Mooloolaba

- Average management fee of 7.35%
- Average annual income \$1,735.14 pa.
- Average weekly rent \$449,21
- Total management income \$64,200 plus fees
- Selling multiple of 2.9 x management income



Asking price: \$185,000 WIWO
Manuel Ribeiro / 0429 626 835 / manuelr@linkbusiness.com.au

Ref: 11789

Brisbane CBD Cafe

Sales consistently over \$10,500pw, this café is perfect for those wanting a solid CBD based café in a well established location. Located in an established coffee and catering strip. Strong coffee and toast trade in the morning. Fully staffed, no weekends, long secure lease in place. Full financials available showing excellent profits. Opportunity to improve on lunch trade. Currently run by one owner with three casuals.



Asking price: \$195,000 + SAV **Ref: 11657**
Christina Li / 0405 613 788 / christinal@linkbusiness.com.au

Stainless Steel Fabrication Engineering Workshop

Specialising in custom conveying and food processing machinery manufacturing. Fully equipped workshop with truck and forklift. Large workshop with plenty of room to expand. Recent overseas contracts have increased work. Huge potential for growth. This is a great opportunity for a new owner to capitalise on all the hard work that has been done.



Asking price: \$147,000 plus SAV **Ref: 11685**
Frank Willett / 0415 288 954 / frankw@linkbusiness.com.au

Massive North Side Newsagency

One of the best newsagents in QLD with unlimited potential to grow, currently in top 20 for sales in the state there is the potential for a working owner to earn \$250,000. Fully trained staff in place, modern fit-out, located in a growing area. In the top 20 for sales in the state. Unlimited potential to grow this business.



Asking price: Offers Over \$350,000 plus SAV **Ref: 11781**
Frank Willett / 0415 288 954 / frankw@linkbusiness.com.au

Wendys Ice Cream Franchise

Premier outlet situated in a prime, high-traffic location within one of Brisbane's busiest shopping centres. Long trading history with solid sales and consistent profits. Being part of a Wendys franchise gives you brand recognition, training and support. Recently refurbished – nothing to spend. Secure lease with reasonable rent. Everything in place – fully staffed and equipped, delivering profits from day 1.



Asking price: \$225,000 plus Stock **Ref: 11698**
Len Hepburn / 0412 045 799 / lenh@linkbusiness.com.au

Well Established and Growing Beauty Salon

Be impressed when you see this very well set up and established beauty salon. The perfect business with great potential to improve sales in a growing area. Excellent clientele. Offering a full range of beauty treatments. Extremely well fitted out beauty rooms. Very profitable. If you are in market for a beauty salon with a captive yet growing market, this is one to seriously consider.



Asking price: \$185,000 WIWO **Ref: 11756**
Simon Kim / 0425 121 788 / simonk@linkbusiness.com.au

Fruit and Veg Store

Located in a fast growing area with an excellent reputation for supplying fresh produce. Big display area with variety of fruit, vegetables and nuts and wonderful fresh juice bar. Large cold room, banana room. Storage and preparation area with rear delivery access. Forklift and delivery Van. Accountant's financials Available. Opportunities to grow wholesale and juice bar sales.



Asking price: \$169,000 plus Stock **Ref: 11755**
Sunny Johal / 0406 808 845 / sunnyj@linkbusiness.com.au

CDB Café – 30kgs Coffee

5 day Brisbane CBD café with no heavy cooking. I'm a hole in the wall, have a simple menu and sell 30kgs of coffee per week!



Asking price: \$180,000 plus SAV **Ref: 11418**
Blair Luckman / 0433 227 997 / blairl@linkbusiness.com.au

Cards and Gifts New Franchise Opportunity

Your opportunity to be part of Australia's largest group of franchised card and gift stores by becoming a Wild Cards and Gifts franchisee in Indooroopilly shopping centre. Energy, drive, a passion for customer service are just a few of the key skills you need to bring. This needs quick action - the store planning stages are already underway.



Asking price: \$350,000 **Ref: 11754**
Vince Konig / 0430 332 208 / vincek@linkbusiness.com.au

Businesses for sale - Brisbane QLD

Café - Prime Brisbane CBD Location

Situated in a premier dining precinct along the waterfront, this licensed café benefits from both office and tourist traffic. Currently trades over 5 1/2 days (Monday to Friday, and Sunday morning) but could easily trade seven days. Spacious, and well presented with quality equipment throughout. Seating up to 120. Long lease. Opportunities to improve by opening Saturdays and build catering trade.



Asking price: \$325,000 plus Stock **Ref: 11638**
Christina Li / 0405 613 788 / christinal@linkbusiness.com.au

Digital Printing Business - Freehold also Available

Established business for 29 years – owner retiring. As a Kwik Kopy franchisee you will get to handle a broad range of jobs everyday but you don't require any print or design experience. \$1.1million in sales for 2011/12. Fully trained staff in place. Training provided by national franchise group. Substantial assets – modern digital printing equipment. Freehold available or attractive lease terms offered



Asking price: \$350,000 plus SAV **Ref: 11593**
Seth Leverton / 0406 109 150 / sethl@linkbusiness.com.au

Commercial Electrical Contracting – 5 Days

An electrical contracting business that provides services to a large loyal group of commercial and industrial companies. The primary focus is on commercial and industrial work. Operates in a niche market and thus has a reliable and proven business model. Trading for over 15 years with steady consistent growth. Current owner co-ordinates staff in the field and administration, so is not hands on.



Asking price: \$245,000 plus Stock **Ref: 11561**
Chris Cooper / 0403 865 959 / chriscc@linkbusiness.com.au

Beauty Salon – Great Systems / Training

Great location in a new refurbished western suburbs shopping centre. Huge daily 'walk-by' traffic. Space includes retail space, specialised make up designated area, advanced treatments as well as traditional affordable services, IPL services and much more. Either manage the business or utilise the systems to have it run completely under management.



Asking price: \$197,500 plus Stock **Ref: 11609**
Seth Leverton / 0403 109 150 / sethl@linkbusiness.com.au

Steel Fabrication – Brisbane Area

Established 30 years - well renowned name in industry. Specialises in structural steel and metal fabrications - with plenty of repeat work through large clients.

Extremely consistent sales history averaging \$7mpa. Equipment, machinery and vehicles valued at \$100k. Excellent staff in place, including skilled and experienced manager, on-site foreman and factory foreman.

Would suit experienced engineer or boiler-maker.



Asking price: \$350,000 plus Stock **Ref: 11281**
Myron Plumb / 0415 303 370 / myronp@linkbusiness.com.au

Electrical, Air-Con and Data

Installation and repairs. Turnover \$1.9m. Significant growth – 40% 2011-12, 44% 2012-13. Business model is entirely unique and defies the way typical trade businesses are "supposed" to operate. Brisbane, Gold Coast & Sunshine Coast coverage. Well documented and videoed training for policies, practices, and procedures.



Asking price: \$425,000 plus Stock **Ref: 11136**
Chris Cooper / 0403 865 959 / chriscc@linkbusiness.com.au

Auto Industry – Paint Refinishes

- Owner/Operator Net Profit \$255,147 (2012).
- Specialises in large heavy vehicles - strong referral base
- Loyal, experienced and qualified staff in place
- Replacement value of plant and equipment valued at around \$750,000
- No special qualifications required
- Owner retiring after 30 years



Asking price: \$395,000 **Ref: 11733**
Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Cosmetic Medicine Clinic – Doctors/Investors snap it up!

Beautifully presented cosmetic clinic specialising in non-surgical, medically-researched sun damage and anti ageing treatments, to a 3,000 client database. Four physicians on staff offer cosmetic procedures, including cosmetic injectables, IPL pigmentation and capillary treatments, skin rejuvenation, chemical peels and non surgical rhinoplasty. The clinic has three fully-equipped treatment rooms and a spacious Reception area. Sales are \$1million plus and an adjoining area offers easy expansion options.



Asking price: \$445,000 plus SAV **Ref: 11559**
Len Hepburn / 0412 045 799 / lenh@linkbusiness.com.au

Wholesale Product Supplier – \$1.3m Sales Netting \$200k

Niche specialist sourcing and supplying hardware and general supplies to the building, hospitality, health/medical and education sectors.

Long established, consistently high sales and profits, with a proud one-stop, value-for-money reputation. Simple, easy-to-learn operation, trading only Monday to Friday.

Quality financials, extensive product range plus spacious warehouse.

Health issues force retirement - Owner happy to stay on post-settlement.



Asking price: \$290,000 plus SAV

Ref: 11425

Len Hepburn / 0412 045 799 / lenh@linkbusiness.com.au

Wendy's Supa Sundaes

Located in a popular shopping centre. This franchise store is currently making sales of circa \$10,000 pw. With a long sales history and good profits this store is great buying. Recently went under major refurbishment in 2012 to current image.



Asking price: \$98,000 plus Stock

Ref: 11722

Blair Luckman / 0433 227 997 / blairl@linkbusiness.com.au

Gloria Jeans Brisbane Northside

One of the most recognised coffee franchises in Australia, this business has brand power and marketing that the franchisor provides, as well as the ongoing training and support. Top kiosk position surrounded by large anchor tenants. Solid lease in place. HUGE Improvement opportunity for an owner/operator. LINK has historically seen improvements to sales of between 30-120% with managed stores that have been taken over by hands-on operators.



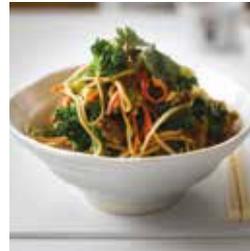
Asking price: \$100,000 plus Stock

Ref: 11818

Vince Konig / 0430 332 208 / vincek@linkbusiness.com.au

Noodle Bar in a Busy Shopping Town

Situated in a busy shopping centre surrounded by businesses and a large hospital. Excellent presentation is proving to be a great business already, and this managed store presents a great opportunity for the working owner. This franchise is an opportunity you must see.



Asking price: \$150,000 plus Stock

Ref: 11774

Simon Kim / 0425 121 788 / simonk@linkbusiness.com.au

Automotive – Auto Care / Tyres / Imports

Long established, current owner is not a mechanic. Run under management with little owner involvement (admin only). Very clean and professionally presented workshop. Extensive plant and equipment including 4 x 2-Post hoists, dynos, tyre machines, sump oil tank and mezzanine. Freehold available for sale at \$850,000.



Asking price: \$149,000 plus SAV

Ref: 11813

Blair Luckman / 0433 227 997 / blairl@linkbusiness.com.au

Restaurant Quality Food at Takeaway Prices

With weekly sales over \$13,000 pw and growing this business is suitable for a husband and wife team. Located on Brisbane's southside. This shop has excellent rent circa – less than 10% of sales. Has a large kitchen where the best pizza's, hamburgers and seafood in the area are prepared.



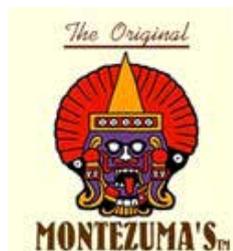
Asking price: \$140,000 WIWO

Ref: 11802

Frank Willett / 0415 288 954 / frankw@linkbusiness.com.au

The Original Montezuma's - Fully Licensed

Licensed Mexican restaurant occupies a prime, highly visible trading position with plenty walk-in traffic. Make money right away, just walk in and keep on trading with existing chef. Franchise support and brand with an excellent reputation known for quality product and service! Full training provided. Fully equipped kitchen, outdoor deck and courtyard dining.



Asking price: \$149,000 and Stock

Ref: 11794

Sunny Johal / 0406 808 845 / sunnyj@linkbusiness.com.au

Successful Gourmet Burger Franchise Store

Opportunity to become a part of this fast growing burger franchise. Currently a company owned store running under management. An owner operator will immediately improve the business bottom line and provide a foundation for growth. A fresh and exciting concept made for today's discerning tastes. Doing sales in excess of \$17,000 pw, makes this great buying. Full training and support provided.



Asking price: \$180,000 plus Stock

Ref: 11793

Vince Konig / 0430 332 208 / vincek@linkbusiness.com.au

Businesses for sale - South / South East QLD

Manufacturing – Plastic Related

Average Net 5 years \$318,256

A great opportunity to get into the plastic industry. 27 years and located on the Gold Coast. Full staff compliment and starting to be really busy again.

Huge client base throughout Australia and most work comes from word of mouth so plenty potential to grow.

Very little competition and business on the up and up.

Asking price: \$938,000 plus stock

Tim Craft / 0411 874 452 / timc@linkbusiness.com.au



Ref: 11453

This Place is Always Full!!

Now here is a small unique restaurant that you shouldn't miss.

If you are a real foodie you need to be early or have to wait. Small, unique but superb.

Opened in November 2010 and looking at T/O \$1,142,000 and always busy.

Annualised Net \$247,260 with his wife working the front desk.

Good 5x5 year lease.

Asking price: \$550,000 plus stock

Tim Craft / 0411 874 452 / timc@linkbusiness.com.au



Ref: 11468

Iconic Gold Coast Restaurant

Net Profit 2012 for owners \$286,152

- Operating in Surfers Paradise since 1975.
- Fully licensed.
- The restaurant also does functions and can cater for 320 guests.
- Has three separately themed floors.
- This is a must to inspect.



Asking price: \$350,000 plus Stock

Peter Jackson / 0418 986 991 / peterj@linkbusiness.com.au

Ref: 11160

Mini Earth Moving

This home base mini earth moving is already doing an excellent job.

With a net profit of \$214,000 and all equipment unencumbered it has great potential to continue to grow.

Two casual employees and 10 pieces of equipment, they have lots of work.

Equipment made up of 3 skid gear, 3 trucks and 4 excavators all in really good condition.

Asking price: \$500,000 WIWO

Tim Craft / 0411 874 452 / timc@linkbusiness.com.au



Ref: 11563

Coffee Boutique – No Cooking!!!

This Espresso Bar is all about creating excellent coffee.

Selling 40kgs plus per week of Exclusive Blend Roasted Beans, not available anywhere else on the Gold Coast. Averaging \$14,000 weekly.

Situated in the most popular Beachside suburb of the Gold Coast. Surrounded by five floors of fully tenanted commercial offices.

Open 7 days per week from 7am to 4pm, serving light meals.

Asking price: \$295,000 plus Stock

Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au



Ref: 10942

European Deli and Cafe

Established for over 10 years in a very busy centre.

Has an excellent reputation for providing high quality healthy products freshly made throughout day.

The business is very well presented and has seating for 50 plus happy customers.

\$19,000 profit for owner/operator.

Asking price: \$335,000 plus Stock

Graham Tippett / 0418 782 082 / graham@linkbusiness.com.au



Ref: 11810

Asian Grocery Store – No Competition

Great location in South Brisbane.

Large shop space of 114m² with plenty of parking outside.

Extremely low rent, only \$315 per week!

Fantastic lease locked in for 2 + 3 years.

Easily managed with responsible staff.

Full security and camera system.

Huge potential for a new owner/operator.

Strong cash business - owner will cash trial for potential buyer.

Asking price: \$150,000 plus Stock

Myron Plumb / 0415 303 370 / myronp@linkbusiness.com.au



Ref: 11764

Gold Coast Florist – “Smell the Roses”

“Part-time” owner Net Profit \$93,500

“BEST” position in busy centre

“Very low rent” - solid lease

Fully staffed - qualified florists. Includes website and \$70k in plant and equipment

The business has an excellent reputation for its contemporary designs and approach to floristry. They are also the preferred wedding and day-to-day florist to the major hotels and businesses in its area.

Asking price: \$115,000 plus Stock

Graham Tippett / 0418 782 082 / graham@linkbusiness.com.au



Ref: 11787

Supermarket \$1.2m Sales

- Great Gold Coast Location – No competition.
- The supermarket chain is the largest and one of the most progressive food retailers in the world.
- Owner has just installed a new hot food cappuccino machine, coffee grinder, grills, stainless steel canopy, offering the customers burgers, chips and hot chickens.
- Excellent lease in place until 2020 and is less than 7% of the annual sales.



Asking price: \$600,000 plus Stock

Ref: 11811

Graham Tippett / 0418 782 082 / grahamt@linkbusiness.com.au

Import and Wholesale Furniture

This year this business has doubled its sales showing a sales figure of \$2,210,593.

The business has a national and global network of accredited manufacturers and suppliers in customised furniture to meet specific design for commercial application.

The business has a strong national distribution network of contracted freight carriers.

The customer base is huge and includes Government contracts in place.



Asking price: \$500,000 plus Stock

Ref: 10829

Glen Dixon / 0410 517 000 / glend@linkbusiness.com.au

"Managed" Beauty Salon

Net Profit \$150,000

- Exciting and attractive beauty salon located on the Gold Coast
- Salon is managed and all staff are fully trained
- Very modern and stylish, excellent décor, fully air-conditioned
- The complete range of services include: Spray Tanning, cosmetics and make-up, hair care and styling, skin care and waxing
- Huge regular customer database



Asking price: \$200,000 plus Stock

Ref: 10982

Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

"Logistics" – Owner's Net (2012) \$388,132pa

- "Home Based" specialised haulage business covering SE Queensland.
- Established 20 years.
- No staff. No rent / lease. No Plant and Equipment.
- 60% Revenue comes from Brisbane.
- Can operate this business anywhere in SE Queensland.
- Operates 5 days a week.



Asking price: \$549,000 WIWO

Ref: 11199

Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Beautiful Rural Bed and Breakfast Cabins

This property consists of three purpose timber built cottages, 1 x 2-bedroom and 2 x 1-bedroom, all fully self contained. There is also a three bedroom full self contained owner's accommodation. Attached to this building is a very successful retail shop selling a wide variety of chocolates and gourmet goodies along with a wide variety of hot chocolate and other drinks.



Asking price: \$900,000

Ref: 11681

Glen Dixon / 0410 517 000 / glend@linkbusiness.com.au

Coffee Shop - Gold Coast

- Net Profit \$89,502 for owner operator.
- Quality fit out.
- In new Woolworths Centre with long lease.
- Good parking and regular customers.
- Area growing.
- This would suit family.
- No night trading.
- No chef required.



Asking price: \$109,000 plus Stock

Ref: 11440

Peter Jackson / 0418 986 991 / peterj@linkbusiness.com.au

Waterfront Bar, Restaurant & Takeaway

Awesome location, has to be seen to be believed. No expense has been spared, top fit and plant & equipment.

Good lease in growing up market area. Has a liquor licence.

Seldom does an opportunity like this come on the market.



Asking price: \$350,000 plus Stock

Ref: 11716

Peter Jackson / 0418 986 991 / peterj@linkbusiness.com.au

Opportunity for a Sales/Marketing Driven Operator

Looking for that opportunity to utilise your sales and marketing experience? Here is the perfect business to make your skills drive the business and deliver the financial outcome. Well established, working business model in place. Build and manage ongoing web / SMS marketing business as licensee. Full support in sales, marketing, web development and SMS platform. Every business is a potential client. Ongoing (residual) revenue.



Asking price: \$40,000

Ref: 11772

Simon Kim / 0425 121 788 / simonk@linkbusiness.com.au

Businesses for sale - New South Wales \$1 million plus

Online Kitchenware Superstore



Provides high-end kitchenware, home ware and electrical appliances nationwide via an online store and Sydney based shop front.

- Family owned business
- Sales of over \$13m p.a.
- Brand new fitted out store 2,268 m2 premium display, storage and warehouse.
- Website and customer data base management software.
- Large database of loyal clients and satisfied customers.

Asking price: \$1,800,000 plus Stock

Ref: 11743

Stuart McLachlan / 0404 687 706 / stuartm@linkbusiness.com.au

Foodworks - South Sydney

Great location - close to train station, busy suburb, lots of traffic.

450m2 downstairs and 100+m2 upstairs. Huge office room plus 3 rooms for resting.

No potential threat, no other lands available around the area for development.

12 car space. Still plenty of rooms to grow

Full due diligence available - P&L, MYOB, Z-readings, lease etc.

Asking price: \$1,500,000

Ref: 11317

Canaan Lim / 0411 492 804 / canaanl@linkbusiness.com.au



Wholesale and Retail Workwear Franchise

- Stable and established system, under management
- Nets to owner operator \$267,336 pa
- 70% retail, 30% wholesale
- Sale price breakdown - Business \$595K, Building \$1.5m
- Due diligence - Tax return, 3 years P&L, purchase invoices, rental invoice, utility bills, etc



Asking price: \$1,095,000

Ref: 11467

Canaan Lim / 0411 492 804 / canaanl@linkbusiness.com.au

Wastewater Treatment Systems

This is a rare opportunity to acquire a niche market operation with significant barriers to entry, yet offers growth opportunities capitalising on the existing service customer base, distribution networks, specialised accreditations and technology developments.

- Government regulations underpin the ongoing requirement for this service.
- Environmentally focused market.
- Well trained and loyal personnel with industry specific skills.



Asking price: \$1,450,000

Ref: 11805

Stuart McLachlan / 0404 687 706 / stuartm@linkbusiness.com.au

Childcare Centre with Freehold & Home - Mid North Coast

Established and successful long day care/ childcare centre.

- Freehold childcare centre licensed for 49 children.
- 4 bedroom brick home with in-ground swimming pool.
- A great team of qualified and experienced staff is already in place.
- 5 acres of land borders residential housing and offers future development potential.



Asking price: \$975,000

Ref: 11448

Ian Jones / 0402 111 500 / ianj@linkbusiness.com.au

Profitable Post Office plus Newsagency - Central Coast

This is the first time this business has been offered for sale in 25 years and is a special opportunity to take over a successful business with room to grow.

- Profitable Post Office
- Profitable newsagency
- Profitable Lotto
- Profitable retail and giftware sales
- A great team of qualified and experienced staff is already in place.



Asking price: \$990,000 plus SAV plus Fixtures

Ref: 11520

Ian Jones / 0402 111 500 / ianj@linkbusiness.com.au

Manufacturing and Distribution - Simple, Profitable and Set For Growth

A well-established (est. 1975) and highly profitable business that has become the leader in a niche and profitable industry.

- 2012/13 EBIT over \$300k and set for huge growth
- Exciting strategic business advantages.
- Lean and low cost operation and financial structure.
- The business can be easily relocated and operated from nearly anywhere in Australia.



Asking price: \$890,000 plus SAV

Ref: 11654

Ian Jones / 0402 111 500 / ianj@linkbusiness.com.au

Gorgeous Café Inner West Sydney

One of Sydney's best

The cafe's minimalist design delivers a relaxed atmosphere with spacious open plan and outdoor dining area. The restaurant is absolutely buzzing with customers having their late weekend breakfast, sipping the fresh roasted coffee with their nose buried deeply in the newspaper!

Seats 100 inside and outside. Fully licenced. Designer fitout. Full kitchen. Long lease

Turnover in excess of \$1.9 million

Asking price: \$890,000

Ref: 11821

Matthew Page / 0418 115 204 / matthewp@linkbusiness.com.au



Sub Franchise – Nets \$250K, CBD

This store is one of the top stores in Sydney. Located in the heart of CBD, it is surrounded by high rise office buildings with high walking traffic.

- Turnover: \$1,029,600
- Sales went up by 30% compare to last year
- 4 + 5 lease left
- Bank finance available
- Full financials available



Asking price: \$785,000

Ref: 11812

Canaan Lim / 0411 492 804 / canaanl@linkbusiness.com.au

Exceptional Health and Beauty Day Spa

An excellent opportunity for a professional beauty therapist

- Five fully functioning rooms
- Currently a five day business
- Over 6700 registered clients
- Comes with its own professional website
- Has the room to introduce hair and nails to make this business a truly all round experience
- Comes with four car spaces



Asking price: \$199,000

Ref: 11749

Marco Gentili / 0404 805 222 / marcog@linkbusiness.com.au

Classic Italian Pizzeria Restaurant

Quality pizza and excellent standard of Italian fare. Seats 120 plus courtyard and two function rooms; Full liquor licence. Very short hours (28 hrs pw) Well established and long association with Balmain Tigers.

Full training provided to buyer of the business
Owner will stay on for an extended period of time for a smooth transition.
Great lease available and great outdoor area not yet utilised.



Asking price: \$389,000

Ref: 11256

Marco Gentili / 0404 805 222 / marcog@linkbusiness.com.au

Crust Gourmet Pizza Bar Inner West Sydney

Quality pizza. Quality business.

Pizza Franchise business Sydney Inner west

Very profitable even under management.

Great training provided.

All territories for the NSW / ACT market sold only re sales available.

Australia's number one Gourmet Pizza brand.

Up to 50% unsecured finance available.

More Crust Franchises available on our web site



Asking price: \$795,000

Ref: 11825

Matthew Page / 0418 115 204 / matthewp@linkbusiness.com.au

Industrial Cleaning Company Servicing Sydney

State of the art equipment.

Well maintained operation.

Specialise in car park and warehouse cleaning.

Prominent position in market.



Asking price: \$320,000

Ref: 11783

Philip Johns / 0415 974 033 / philipj@linkbusiness.com.au

Tiny But Mighty - Gourmet Grocer and Deli

Very up market gourmet deli situated in a high earning area

- Under management with minimal owner participation
- This sought after mega award winning business is being offered for the first time
- Either you are an investor or a grocer, this is an attractive investment
- The right operator can expect to make his investment money through the Xmas period.



Asking price: \$199,000

Ref: 11776

Marco Gentili / 0404 805 222 / marcog@linkbusiness.com.au

Sydney's Finest Champagne Bar

Popular champagne and wine bar located in the eastern suburbs.

Wonderful venue for functions with advance bookings.

Statistics show an extremely fast growing champagne market.

Long lease in place in highly desirable location
Premises with 100 year old history, combining modern opulence with old world charm
Liquor licence for 150 people



Asking price: \$249,000

Ref: 11564

Sean Wolrige / 0405 784 132 / seanw@linkbusiness.com.au

Businesses for sale - Sydney NSW

Bondi Seafood Takeaway - Catch of the Day

Average sales \$20k per week.
Great lifestyle business by the beach.
Very reputable business over the last 30 years.
Serving only the freshest of Australian seafood
Fantastic potential with DA to utilise upstairs with ocean views for functions and dining.
All cleaning, preparation and delivery of seafood taken care of.
Call now to enquire about this mouth-watering opportunity.



Asking price: \$550,000

Ref: 11505

Sean Wolrige / 0405 784 132 / seanw@linkbusiness.com.au

New Zealand Natural Ice Cream Franchise

T/O \$263,735 PA (FY2012)
Nets Owner/Operator \$43,446

- FY2 013 T/O \$277,482
- Kiosk located in a high traffic area
- Established and well known franchise
- Easy to run
- Will suit new or experienced business owner



Asking price: \$79,000

Ref: 11770

Adeel Momin / 0408 972 756 / adeelm@linkbusiness.com.au

Process Serving Agency

Currently located in Western Sydney. Easy to relocate. Owners profit \$78k under management. Sales \$350k pa. 20 year history. 90% process serving and field calls 10% skip tracing.



Asking price: \$270,000

Ref: 11780

John Bentley / 0418 288 117 / johnb@linkbusiness.com.au

Dine-in Chicken Shop - Hills District

Net Owner Income \$1,749 pw

Rent only \$908 pw (Incl GST and outgoings)

- Only 5.5 days per week
- Huge potential, very less competition
- Offers a wide range of take away foods including burgers, chickens, wraps, chips, mix grill, pastries and mix plates
- Parking lot in front of shop
- As new excellent fit out, with equipment valued in excess of \$100,000



Asking price: \$135,000

Ref: 11796

Adeel Momin / 0408 972 756 / adeelm@linkbusiness.com.au

Thriving Café / Restaurant – Inner City

\$35,000 pw+ turnover.
Rental only 6% of turnover.
Surrounded by 100's of businesses and high rise apartments.
Seating for 62.
Owner only works 40 hours.
55kg of coffee.
Staff are happy to stay on. Full training provided.



Asking price: \$699,000

Ref: 11724

Clifford Forster / 0422 486 277 / cliffordf@linkbusiness.com.au

5 Day Foyer Café (No Competition) Sydney North

\$13,500 pw turnover.
Under management.
Only 5 short days.
Long lease (4 + 5years). 17 floors of corporate above.
20kg – 25kg coffee.
No surrounding competition.
Liquor license. Inviting fit out.



Asking price: \$349,000

Ref:

Clifford Forster / 0422 486 277 / cliffordf@linkbusiness.com.au

Retail Bakery - Parramatta Region

Solid turnover. Long lease available.
Fantastic profit margins – great cash driven business.
Specialty bakery products baked onsite. Also does the pork, chicken and salad rolls. Freshly breads, pastries and cakes.
Only daytime hours.
Currently owner operated. Full training provided.
Loyal customer base.



Asking price: \$49,000

Ref: 11727

Cliff Forster / 0422 486 277 / cliffordf@linkbusiness.com.au

Personal Training Gymnasium - Sutherland Shire

Cheap rent - Only \$577 per week. Long lease - 3 + 3 years. Ability to trade 7 days and nights.
Beautifully renovated gym perfect for personal trainer look to go it alone. It is fully equipped with quality equipment. Recently new fit out to the business. Easily operated business. Strong personal training base.
220m2 premises with male and female showers, toilets and change rooms. Timber floor group training area.



Asking price: \$38,500

Ref: 11604

Cliff Forster / 0422 486 277 / cliffordf@linkbusiness.com.au

Businesses for sale - Hunter, Central and North Coasts NSW

Sub Franchise Store Lake Macquarie

Turnover averaging \$12,000 to \$13,000 net per week plus. This store has huge development, store showing growth.

Unbelievable rental and long lease with rental at less than 8% per week inclusive.

No rental bond required. No remodelling until 2018. This store is currently run under full management.

Store in complex with major supermarket.

More sub franchises available on our web site.



Asking price: \$465,000

Ref: 11180

Matthew Page / 0418 115 204 / matthewp@linkbusiness.com.au

Service Station & Tyre Centre in Port Stephens

A petrol station and tyre service all rolled into one. The only service station in town and the only tyre service for miles around means everyone has to come to you. The beach and ocean are just a stone's throw away, so enjoy those cooling sea breezes whilst working in this paradise.



Asking price: \$700,000

Ref: 11545

Philip Johns / 0415 974 033 / philipj@linkbusiness.com.au

Mechanical Repair & Tyre Centre in Hunter Valley

This is a very busy mechanical workshop. Two bays, five hoists and includes tyre fitting. Centrally located in the Hunter Valley and just off the New England Highway, the workshop provides easy access for the large and loyal clientele.

Established over eight years and nearly two years at the current site. A good lease is in place and the factory is very well equipped.



Asking price: \$260,000

Ref: 11547

Philip Johns / 0415 974 033 / philipj@linkbusiness.com.au

Best Café & Restaurant Biz on the Central Coast

- Approximately 30kg of coffee per week.
- Liquor license.
- All equipment supplied with lease.
- Cash business.
- Priced for a quick sale.
- Nets owners \$130k p.a.



Asking price: \$220,000 plus Stock

Ref: 11762

Ian Jones / 0402 111 500 / ianj@linkbusiness.com.au

Pie Shop & Cafe – Best Offer Wins, Selling Now!

If you want this business act now! The owner says sell and will accept the best offer very soon.

- Rent only \$244 pw
- Great location in Gosford
- Great cash flow
- Turnover \$6,600 pw +
- Great location
- Long lease (1 + 3 years + additional 3 years extension option)



Asking price: \$75,000 plus Stock

Ref: 11649

Ian Jones / 0402 111 500 / ianj@linkbusiness.com.au

Best Coffee Lounge – CBD Northern Rivers NSW

Exceptional turnover with an impressive Net Profit - \$197,000. Established for 3.5 years.

The perfect family business or a lifestyle/sea change.

Trading Monday to Friday 8am to 5pm and Saturday to 7am to 1.30pm. Closed Sunday and all public holidays.

Solid lease in place, LOW rent less than 10% of turnover. Fully trained loyal staff in place



Asking price: \$349,000 plus Stock

Ref: 11433

Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Dry Cleaners

This is a two shop operation located near to Newcastle and under the same ownership for over ten years. A very efficient business with well maintained and modern equipment, this is an easy two person operation and suited to a husband and wife team.

Very sound financials show this to be a great investment for both a life style choice as well as a good income



Asking price: \$245,000

Ref: 11570

Philip Johns / 0415 974 033 / philipj@linkbusiness.com.au

Hairdressing Salon

A very functional 8 station and 3 basin salon that has been operating at this site for over 15 years. The business is currently operating under management and is a perfect opportunity for an owner operator to step in and take over the reins.

The salon is located in the centre of town and at the entrance to an arcade shopping centre with a supermarket anchor tenant, so plenty of passing traffic.



Asking price: \$35,000

Ref: 11693

Philip Johns / 0415 974 033 / philipj@linkbusiness.com.au

Businesses for sale - New South Wales Region

Highly Profitable National Surveying Practice

Specialising in the infrastructure construction sector.

Long-standing industry reputation.

Tier 1 clients.

Fees in excess of \$7m per year.

Presence in multiple states.



Asking price: POA

Sean Wolrige / 0405 784 132 / seanw@linkbusiness.com.au

Ref: 11105

Coffee Club Franchise with 'Exceptional Lease'

This is a fantastic opportunity to buy into a great franchise system North Western NSW

- Great lease with 10 years to run. Base rent \$56k pa.
- In a major shopping centre, alongside high profile anchor tenants.
- Very stable earnings. Current turnover is approximately \$13,500 per week.
- Nets approx. 100k p.a. and is currently run under management.



Asking price: \$235,000 plus stock

Stuart McLachlan / 0404 687 706 / stuartm@linkbusiness.com.au

Ref: 11691

Gloria Jeans Coffees CBD

Consistently in top three GJC stores in NSW. One of the most sort after stores in the GJC Portfolio. Nets owner operator \$276k pa. Lease through to June 2020. Currently under full management and is in a prime city location with huge passing trade and untapped catering potential to nearby offices. Don't miss out!!!



Asking price: \$749,000

Mark Scott / 0447 219 799 / marks@linkbusiness.com.au

Ref: 11285

Sumo Salad CBD

Five days a week food retail business. Prominent street front location indoor and outdoor seating for 40 plus. Currently Under Full Management great opportunity for catering to nearby offices. Leading Franchise brand with full training provided. Fantastic first business for the right person!!



Asking price: \$220,000

Mark Scott / 0447 219 799 / marks@linkbusiness.com.au

Ref: 11723

Muffin Break Franchise - Regional NSW

T/O \$534,291 pa. Nets owner operator \$118,977 PA (Tax returns Available),

Under full management

- Rent is only 10% of turnover.
- Loyal Base of regular customers - CBD location gains all CBD workers for lunch and snacks
- Recently refurbished outlet. No more to pay
- Fully trained staff - minimum hours for owner if required.



Asking price: \$299,000

Adeel Momin / 0408 972 756 / adeelm@linkbusiness.com.au

Ref: 11521

Motel Freehold - North Coast

Forster NSW. Excellent valuable location and lifestyle opportunity. Three bedroom managers residence plus 11 spacious rooms. Currently under management. Will generate approx \$100k pa for an owner manager. Owner will negotiate price.



Asking price: POA

John Bentley / 0418 288 117 / johnb@linkbusiness.com.au

Ref: 10762

Cool Bar - Restaurant

It's a bar nightclub. It's a restaurant!!

Good for functions.

High profit alcohol sales.

Fri - Sat 1am licence.

Dj's attract extra clientele friday and Saturday nights.

A trendy bar in a well known area.



Asking price: \$39,000

Marco Gentili / 0404 805 222 / marcog@linkbusiness.com.au

Ref: 11627

More Than Just A Great Painting Business

Established 25 years. Very profitable

Established and flexible contract team in place to assist future growth

New and older homes, industrial complexes, unit blocks and townhouse complexes.

Clients include home owners, investors, builders, strata managers and real-estate agencies.

Great reputation resulting in referrals and repeat customers.



Asking price: \$220,000

Ian Jones / 0402 111 500 / newcastle@linkbusiness.com.au

Ref: 11577

Profitable Transport Business - Sell for P&E Value



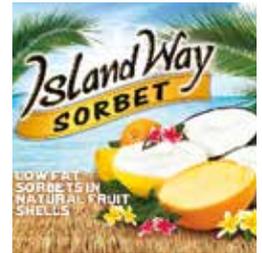
Fully managed 2012 EBITD \$1,260,811

This business has been operating since 1979. All the management and staff are in place and have strong relationships with their clients nationally. Contract in place. The fleet of vehicles are well maintained; the plant and equipment is valued at over \$4,500,000 which includes 18 trucks, 46 trailers and more. This is the perfect bolt on business.

Asking price: \$4,880,000 plus Stock **Ref: 11186**
Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Exclusive Product – Wholesale Distribution

Exclusive consumable product available for Australian & New Zealand wholesale and distribution. No staff or overheads - operate this business from home. Product sells in school canteens, convenience stores, service stations, and independent food retailers - any retail food outlet. All equipment is provided - business is easily operated with simple systems in place. New territories available - secure your location today!



Asking price: \$135,000 **Ref: 11732**
Myron Plumb / 0415 303 370 / myronp@linkbusiness.com.au

Powerful E-Marketing Business

- Over 1.2 million email addresses in the database
- Easy to use web based marketing platform
- Australian based dedicated digital server
- Excellent return on investment
- Taylor made campaigns available
- Ability to reach specific target audience
- Simple, yet Powerful marketing tool.
- Full website included in price
- Home based.



Asking price: \$ 135,000 **Ref: 11641**
Frank Willett / 0415 288 954 / frankw@linkbusiness.com.au



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“It is a great time to sell a business, but it is sometimes difficult for genuine purchasers to find what they want particularly at the higher end. Businesses operating under management and valued at over \$1 million literally have queues of buyers waiting. If you are a seller in this category, seriously consider talking to us now.”

Aaron Toresen, Managing Director

Contact an experienced LINK Corporate Broker today
1300 763 668 linkcorporate.com.au

Businesses for sale - Classifieds

NEW SOUTH WALES FRANCHISE

GREAT LOCATION IN SUTHERLAND SHIRE. Indoor and outdoor seating, rent \$75k, 13 year lease. Nets owner operator \$205,\$191k pa. Price \$650,000 plus stock. Mark Scott 0447 219 799. Ref 11558.

FRANCHISE GJC In one of the busiest locations in Westfield Parramatta. Potential plus for the high traffic flow area. Currently under full management needs an owner operator to take this store to the next level. Lease to 2018, Owner nets \$176,670 pa. Price \$620,000 plus Stock. Mark Scott 0447 219799. Ref 11501.

FRANCHISE PRETZEL TIME Has been operating 12 months and sales increasing consistently over this period. Great opportunity for your first business. Full training provided by vendor who is also developing this brand in Australia. Price \$139,000 plus stock. Mark Scott 0447 219 799. Ref 11301.

HUNTER, CENTRAL AND NORTH BEAUTY/HEALTH

PILATES, REHABILITATION & FITNESS CENTRE NEWCASTLE Very profitable Pilates, Rehabilitation and Fitness Centre ideally located in a vibrant area in the Newcastle region. Leading and recognizable local brand. Established 6 years. Active client of over 300 plus a data base of over 800. Well equipped centre with extensive list of specialized Pilates and Rehabilitation equipment. Price \$120,000 + Stock. Ian Jones 0402 111 500. Ref 11680.

BEAUTY THERAPY Step into this tranquil oasis and feel the calming embrace of this beauty therapy operation. A large and welcoming reception area gives immediate reassurance to the clients of a therapeutic experience about to be enjoyed. Four treatment rooms and scope to add more. Price \$65,000. Philip Johns 0415 974 033. Ref 11692.

HAIR DRESSING A very functional 8 station and 3 basin salon that has been operating at this site for over 15 years. The business is currently operating under management and is a perfect opportunity for an owner operator to step in and take over the reins. Price \$35,000. Philip Johns 0415 974 033. Ref 11693.

HAIR SALON This is a 3 basin and 6 station operation that was a start up nearly four years ago. Business has grown and staffing includes two apprentices and a senior plus a beauty therapist operates within the business. The fit out is superb and would not be out of place in any of those plush Sydney salons. Price \$90,000. Philip Johns 0415 974 033. Ref 11569.

BUSINESSES WITH REAL ESTATE/RURAL

NEWSAGENCY FREEHOLD PLUS HOME Hunter Valley, NSW - Established in 1834 and still making lots of money. Profitable business. Freehold premises. Large 4 bedroom brick home with 2 bathrooms, plenty of storage, in-ground pool, bar area and 4 car garage. A great team of qualified and experienced staff is already in place. Price \$750,000 + Stock. Ian Jones 0402 111 500. Ref 11537.

CHILD CARE CENTRE WITH FREEHOLD & HOME Mid North Coast, NSW - Established and successful long day care/childcare centre. Freehold childcare Centre licensed for 49 children. 4 bedroom brick home with in-ground swimming pool. 5 acres of land borders residential housing & offers future development potential. Price \$975,000. Ian Jones 0402 111 500. Ref 11448.

CONSTRUCTION INDUSTRY

A GREAT PAINTING BUSINESS Central Coast and Newcastle, NSW - Established 25 years with flexible contract team in place to assist future growth. Commercial and residential customers spanning from Sydney, Central Coast and Newcastle. Domestic, commercial and industrial work. Clients include home owners, investors, builders, strata managers and real-estate agencies. Great reputation resulting in referrals and repeat customers. Price \$220,000 + Stock. Ian Jones 0402 111 500. Ref 11577.

MANUFACTURING/IMPORT/EXPORT/ WHOLESALE

90% ON-LINE BICYCLE SHOP AND ACCESSORIES BUSINESS This mostly on-line bicycle supply business could be operated from nearly anywhere in Australia. The business also operates from an optional retail shop located on the Central Coast. Services a national clientele. High quality and popular brands. Over 18,000 customers in their e-commerce system and another 6,000 in their POS system. Australia's leading industry website. Price \$195,000 + Stock. Ian Jones 0402 111 500. Ref 11695.

CHRISTMAS AND PARTY SHOPS X 2 LOCATIONS (import, retail and distribution) Established 10 years and highly profitable Christmas and party supplies business. Online, retail and commercial sales. Ideal prime locations in low cost buildings in normally high cost areas. Quality and unique products manufactured and imported from an exclusive overseas supplier. Very high profit margins. A client Database of over 17,000 regular customers. Price \$166,000 + Stock. Ian Jones 0402 111 500. Ref 11699.

SHEDS & GARAGES Everyone needs a shed or garage and then they need a bigger one. This business is catering to this growing market and is well established being the only supplier with a showroom in town. Main road location is a bonus. Tap into the coal mining boom and big pay packets by supplying the most sought after of accessories - the big shed. This sale is freehold. Price \$360,000. Philip Johns 0415 974 033. Ref 11568.

RETAIL FOOD/HOSPITALITY/mini-marts

BEST CAFÉ & RESTAURANT BIZ ON THE CENTRAL COAST One of the best café businesses on the Central Coast. Current turnover \$15,000 per week. Only 5 days per week (7am - 5pm) + some highly profitable functions. Approximately 30kg of coffee per week. Liquor license. Nets owners \$130k pa and can be run under management. Price \$220,000 + Stock. Ian Jones 0402 111 500. Ref 11762.

ITALIAN PIZZA RESTAURANT Family oriented restaurant selling quality pizza, pasta and seafood. Current turnover \$15,000 per week (no deliveries). Operates only 6 days per week 4.30pm - 9.30pm. Seating for 70 patrons. Current Lease to 2018. Great location with plenty of passing traffic and parking. No previous experience required as full training will be provided. Price \$295,000 + Stock. Ian Jones 0402 111 500. Ref 11669.

PIE SHOP & CAFE Central Coast - Best offer wins, selling now! - Super low rent only \$244 p/w. Turnover \$6,600 p/w +. Great location in Gosford, NSW. Great cash flow. Great Location. Long lease (1 + 3 + 3 years). Easy business to run. Extensive list of quality equipment (est. \$50,000 - \$55,000 value). No expense spared fit out. Price \$75,000 + Stock. Ian Jones 0402 111 500. #11649.

ITALIAN FAMILY RESTAURANT - PRICED TO SELL FAST! - Current Turnover \$6,000 per week (Dinner only). Long lease (3 + 3 years). 80 seat + 22 tables in beautifully presented and well equipped dining area. Full liquor license. Expand the business with lunch service, café service, breakfast service, and home delivery. No expenses spared fit out - set up cost \$90k. Price \$45,000 + Stock. Ian Jones 0402 111 500. #11576.

COUNTRY CAFÉ Great little take away business on the main road through town. Traditional old style booth seating plus other indoor and outdoor seating. Two bedroom apartment attached and a new lease is available. Everything is here for you to just walk in and start. Price \$80,000. Philip Johns 0415 974 033. Ref 11567.

RETAIL GENERAL

PROFITABLE POST OFFICE + NEWSAGENCY Central Coast, NSW - This is the first time this business has been offered for sale in 25 years and is a special opportunity to take over a successful business with room to grow. Profitable post office, newsagency, lotto, retail and giftware sales. Price \$990,000 + Stock + Fixtures. Ian Jones 0402 111 500. Ref 11520

SERVICES/PROFESSIONAL

DRY CLEANERS This is a two shop operation located near to Newcastle and under the same ownership for over ten years. A very efficient business with well maintained and modern equipment, this is an easy two person operation and suited to a husband and wife team. Price \$260,000. Philip Johns 0415 974 033. Ref 11570.

NORTH COAST

MANUFACTURING/IMPORT/EXPORT/ WHOLESALE

XXX ALL THINGS ADULT XXX Unique BDSM - bondage and fetish products mainly via web based sites. Manufacturers, imports and sells a wide range of female and male leather goods and toys including but not limited to masks, whips, belts and much more. Price \$320,000 + stock. Guy Cooper 0431 227 644. Ref 11553.

SYDNEY REGION FRANCHISE

PACK & SEND FRANCHISE NSW - Leading franchise. Local and International network. High growth market. Great location. Highly profitable. Easy to operate. No previous industry experience required, comprehensive training and ongoing support provided. Price \$290,000 + Stock. Ian Jones 0402 111 500. Ref 11473.

SIGNARAMA FRANCHISE NSW - Leading franchise. Local and international network. High growth market. Great location. Highly profitable. Easy to operate. No previous industry experience required, comprehensive training and ongoing support provided. Price \$210,000 + Stock. Ian Jones 0402 111 500. Ref 11449.

RETAIL FOOD/HOSPITALITY/mini-marts

CBD ESPRESSO BAR - 5 DAY ONLY BUSINESS 70kg coffee per week. Average \$12k pw sales. Hustling bustling hole in the wall cafe in the heart of the CBD. Approx. 100,000 passing trade daily from nearby train station, great potential to extend trading times to increase sales Own unique custom blend of coffee from popular coffee roaster. Price \$250,000 plus SAV. Sean Wolrige 0405 784 132. Ref 11768.

FUNKY SURRY HILLS CAFE Highly profitable growing sales of \$17k pw. on financial reports, rent is 7% of turnover. Located in a highly desirable street in a highly desirable location for cafe lovers. Recent SMH Good Food Guide recipient, this cafe serves up classic menu dishes with a modern twist. Lease is 4 + 5yrs for security of tenure. Price \$369,000 plus SAV. Sean Wolrige 0405 784 132. Ref 11750.

POPULAR INNER WEST RESTAURANT 5 days Bistro dining at its absolute best. Sales are \$17k per week and growing. 6 years remaining on lease in popular location, excellent reviews in websites and newspapers. Located in inner west dining precinct. Restaurant seats 100 people throughout with full restaurant liquor licence. Price \$240,000 plus SAV. Sean Wolrige 0405 784 132. Ref 11726.

HEALTHY INNER WEST TAKE AWAY Full financials 5.5 day business, rent only \$600 pw. Making a single owner operator approx. \$130k on financial statements. rent is only 7% of sales. 5.5 years remaining on the lease. Option for a further 5 years. Little competition. Price \$195,000 plus SAV. Sean Wolrige 0405 784 132. Ref 11608.

CHARLESTOWN ESPRESSO BAR Very profitable!! Owners earnings approx. \$190k pa. Full financials available, turnover \$15k pw (31% growth since Jan) 55kg coffee pw and growing. Price \$295,000 plus SAV. Sean Wolrige 0405 784 132. Ref 11124.

NORTHERN BEACHES GOURMET DELI CAFE TAKEAWAY WITH EXCLUSIVE PRODUCTS 25kg of coffee sales per week. Great sandwich bar. The locals eat here and get their coffee fix (Dan's boutique coffee). Located centrally in busy beach side suburb established 20 years plus Outdoor seating is popular. Very reasonable rental with long term lease in place. Price \$150,000 negotiable. Matthew Page 0418 115 204. Ref 1099.1

COFFEE AND BAKERY FRANCHISE NO COOKING Sydney CBD \$18,000 per week. Run under management Long Lease to 2018. Rent only 5 % of turnover. All products from one supplier. Finance agreement with major bank to at least 50% against the business. Retail tenancy in prime Sydney CBD location. High volume of pedestrian traffic small footprint. Price \$425,000 negotiable. Matthew Page 0418 115 204. Ref 11044.

COFFEE, CUPCAKE & ICE CREAM FRANCHISE (Syd North) Nets owner operator \$61,757 pa. Long lease. 4.5 years. Great location in a very busy area. Easy to manage, 6 days business only. Price \$99,000. Adeel Momin 0408 972 756. Ref 11737.

RETAIL GENERAL

FASHION & LUGGAGE HANDBAG SHOP This shop is in a popular shopping centre and is situated in very busy area. Currently under management, T/O \$8,000 pw. Price \$68,000 plus stock. Adeel Momin 0408 972 756. Ref 11795.

CONVENIENCE STORE (Revesby Area) - Great opportunity to own your business with minimum investment. T/O \$4,500 pw. Rent only \$286 pw inc GST. Turnover guaranteed. East to manage, only one person can run it. Price \$45,000 plus stock. Adeel Momin 0408 972 756. Ref 11769.

SERVICES/PROFESSIONAL

MASTER AREA FRANCHISE (PHOTOGRAPHY BUSINESS) Exclusive Master Area Franchise of a booming photography business. Established client base (Repeat business). Massive potential for growth and sales of sub-franchise areas. Systemised business. Price \$149,000, Adeel Momin 0408 972 756. Ref 11111.

BRISBANE REGION

AUTOMOTIVE/TRANSPORT/DISTRIBUTION

SPORTS CAR ACCESSORIES Want a business in the fast lane? Want business dealing with lover of fast cars? Fantastic website based business with loyal customers. Build on existing business dealing with high end sports car market. Get involved with 'Porsche', 'Ferrari', 'Lamborghini'. Price \$50,000 WIWO. Simon Kim 0425 121 788. Ref 11721.

AUTOMOTIVE / MECHANICAL / AUTO ELECTRICAL WORKSHOP Solid consistent income/turnover. Prime exposure, thriving industrial zone, handy to busy major arterial road. Office/reception and spacious workshop area. Extensive list of Plant & Equipment. Excellent customer base with loyal clientele. A long lease with very reasonable Rent. Price \$75,000 + Stock. Len Hepburn 0412 045 799. Ref 11343.

5 DAY AUTOMOTIVE REPAIRS - NETTING \$180K PA - Centrally located in Brisbane's high-growth Northern Corridor, and catering for the full range of automotive & mechanical servicing & repairs. Consistently high revenue. Very loyal customer base. Extensive P&E. Recommended repairer accreditation. Priced at \$328,000 plus Stock. Len Hepburn 0412 045 799. Ref 11331.

EXCEPTIONAL TRANSPORT BUSINESS Owned and operated by the same family for 33 years this business has developed a reputation for service and delivery. Services approximately 260 regular customers primarily between Brisbane and Toowoomba. Turnover for 08/09 exceeded \$2 million. Priced at \$600,000 + Plant & Equipment including 20 odd vehicles (estimated at \$1,000,000). Vince Konig 0430 332 208. Ref 11323.

BEAUTY/HEALTH

BEAUTY SALON The perfect business with great potential to improve sales in a growing area. Excellent clientele. Offering a full range of beauty treatments. Extremely well fitted out beauty rooms. Very profitable. Room to add 'hairdresser' within premises. Price \$185,000 WIWO. Simon Kim 0425 121 788. Ref 11756.

BARBER SHOP Located in one of the most patronised shopping strips on the south side, this is an excellent opportunity for those in the hair industry looking for a good location and existing clientele. The business has good quality

fixtures and equipment. Opportunities to improve include owner operator. Price \$70,000 WIWO. Vince Konig 0430 332 208. Ref 11648.

HAIR SALON WITH HUGE POTENTIAL This salon has huge potential and there is more than enough room to install a beauty room to increase sales and profits. One working owner would earn solid \$\$\$ with the help of one staff. Currently trading only 5 days per week. Great exposure on busy Old Cleveland Road. Over 2,500 customers on the database. Price \$55,000 + Stock. Frank Willett 0415 288 954. Ref 11404.

HAIR & BEAUTY SALON WITH GREAT REPUTATION Currently trading only 5 days per week. Excellent location on busy main road. Over 2,200 customers on the data base. Consistent sales and profit. 9 x hair stations, 3 x basins and 1 x beauty room. Opportunity to open on Sundays. Price \$75,000 + Stock. Frank Willett 0415 288 954. Ref 11401.

HAIR SALON AFFLUENT INNER CITY FRINGE Currently trading only 4 days per week, if open 6 days per week income could go up by 50%. High-end clientele willing to pay for extra service. Limited marketing conducted to date - great potential. No money to spend. Four cutting stations with two basins. Price \$79,000 + Stock. Frank Willett 0415 288 954. Ref 11394.

PROFITABLE HAIR SALON IN UPMARKET SUBURB Located on a busy main road in Brisbane's Northside. Sales of \$4,000 per week. Secure tenancy until 2019. Adjusted net profit for 2011/2012 is \$84,000. 5 x cutting stations + 2 x wash stations. Regular clientele across all ages, male and female. Price \$45,000 + Stock. Frank Willett 0415 288 954. Ref 11361.

BRISBANE CBD BARDER This shop is well equipped complete with contemporary barber chairs and decor. Great customer seating and waiting area with a large screen TV for waiting guests. 5 days only with no late nights, 4 chairs. Fully staffed. Busy location. Good lease and rental structure. Profitable owner operated business. Price \$85,000 WIWO. Vince Konig 0430 332 208. Ref 11350.

BUSINESSES WITH REAL ESTATE/RURAL

UTE & CAR RENTAL WITH FREEHOLD Freehold of 810m2 with huge drive by exposure. Currently with two petrol station agents. Opportunity to expand. Modern fleet of commercial vehicles and trailers. Easy to manage with no staff & minimal working hours from the current owner. Price \$775,000 + Stock. Seth Leverton 0406 109 150. Ref 11639.

CONSTRUCTION INDUSTRY

ROOFING & GUTTER BUSINESS With the current owner Retiring, this is a great opportunity to get into the lucrative roofing industry with an established and well known company with strong financial history. Vehicle & tools provided. Full training by current owner. Website and advertising program. Very low overheads. Price \$99,000 WIWO. Seth Leverton 0406 109 150. Ref 11650.

SHARES IN AN ENGINEERING & PROJECT SURVEYING CONSULTANCY BUSINESS Current owners are looking for a major engineering/construction industry partner to help them explore new ways of maintaining their massive growth of recent years. They see such a partnership as an expansion opportunity to broaden their horizons, as well as consolidate their position as a leading player in the Surveying field. Price \$290,000 - \$320,000. Len Hepburn 0412 045 799. Ref 11622.

REFRIGERATION & AIR CONDITIONING BUSINESS This business has been built from the ground up, providing exceptional service to a variety of small and medium sized businesses. Provides supply, install and maintenance services of all types of equipment including industrial refrigeration, compressors, chillers, cold rooms, cooling towers, etc. Price \$129,000 WIWO. Vince Konig 0430 332 208. Ref 11510.

EDUCATION/TRAINING

MUSIC TUITION BUSINESS Established for over 20 years and has a successful trading history. The current owner does not teach the students, he simply manages the business.

Profitable with a solid trading history. Can be managed from a smart phone or computer. All staff in place. Multiple studios. Opportunity to further expand. Price \$350,000 WIWO. Frank Willett 0415 288 954. Ref 11353.

FRANCHISE

GLORIA JEANS BRISBANE BAYSIDE One of the most recognised coffee franchise in Australia, this business has brand power and marketing that the franchisor provides as well as the ongoing training and support. Top kiosk position surrounded by large anchor tenants. Low cost entry point. Price \$100,000 + Stock. Vince Konig 0430 332 208. Ref 11816.

NOODLE BAR Situated in a busy shopping centre surrounded businesses and a large hospital. Excellent presentation and this managed store presents a great opportunity for a working owner. This franchise is an opportunity you must see. Price \$150,000 + Stock. Simon Kim 0425 121 788. Ref 11774.

WENDY'S ICE CREAM FRANCHISE Premier outlet situated in a prime, high-traffic location within one of Brisbane's busiest shopping centres. Long trading history with solid sales and consistent profits. Everything in place - fully staffed and equipped, delivering profits from day one. Price \$225,000 + Stock. Len Hepburn 0412 045 799. Ref 11698.

CARTRIDGE WORLD BRISBANE. Calling for energetic entrepreneurs to join the Cartridge World Family and open new green field sites. Applicants must possess drive and marketing experience. No previous experience required. Full training and support provided. Security of being part of a successful franchise. Price \$90,000 - \$110,000. Blair Luckman 0433 227 997. Ref 11676.

EDUCATION BASED FRANCHISE If you are passionate about children's future through proper education and the future of Australia, this represents a rich and rewarding opportunity. The complete business package includes everything needed to get started training, fitout, exclusive territory & more. Price \$149,000 + Stock. Vince Konig 0430 332 208. Ref 11610.

KWIK KOPY FRANCHISE OPPORTUNITY After 29 successful years the owner is retiring. Currently \$1.1 million in sales. Exclusive Franchise territory. Run by experienced staff. Full training provided by national franchise network. Business to business sales - huge existing client base. Substantial assets - modern digital printing equipment. Price \$350,000 + Stock. Seth Leverton 0406 109 150. Ref 11593.

GOURMET BURGER FRANCHISE STORE BRISBANE BAYSIDE Ideally you would be hands on, enthusiastic and ready to take the store to the next level. The store has been specifically priced to provide a low cost entry point, ensuring capacity to invest in marketing and growth strategies. Full training, support and reasonable franchise fees are further reasons to seriously consider this opportunity. Price \$58,000 + Stock. Vince Konig 0430 332 208. Ref 11420.

5 DAY CITY TAKEAWAY & CAFÉ Make you own, healthy choice franchise takeaway and café. Simple menu and preparation. No heavy cooking. Low staffing requirement. Easy business to operate. Currently run under management. Suit buyers with no or little experience. Price \$65,000 + Stock. Blair Luckman 0433 227 997. Ref 11385.

SUCCESSFUL 7 ELEVEN FRANCHISE An opportunity to own this well-established 7 Eleven Store and be part of an internationally successful franchise. Located on a busy main road with high passing traffic, only 2km from Brisbane CBD. Full support and excellent training, advertising and promotional support. Yearly turnover exceeds one million dollars. Price \$465,000 + Stock. Frank Willett 0415 288 954. Ref 11367.

BRUMBYS FRANCHISE FOR UNDER \$100K Fully equipped and ready to bake, nothing to spend. No baking experience necessary, full training provided. Be part of a great franchise team. Offers great value for money. Located near two major schools. Husband and wife team could expect around

Businesses for sale - Classifieds

\$100,000 p.a. Price \$99,000 + Stock. Frank Willett 0415 288 954. Ref 11363.

DE FRANCE CAFÉ FRANCHISE Introducing a new Franchise to Queensland, DeFrance Café has taken the Southern States by storm and now its Queensland's turn. Easy to run. Sales on the increase. Proven money maker. Selling coffee, crapes, and fresh baguettes. All franchise fees included in price. Price \$299,000 investment. Frank Willett 0415 288 954. Ref 11348

OFFICE SERVICES & PRINTING BUSINESS Part of a globally recognized brand, 5 day a week business. Premium location on Brisbane's Southside in a modern and vibrant business hub. Glued-on clients with significant potential for an even larger client base. Earns one working owner well in excess of \$100k pa. Systems and procedures in place. Price \$295,000 WIWO. Frank Willett 0415 288 954. Ref 11347.

MYO FRANCHISE - BRISBANE CBD Sales \$11,000 per week. Trades 5 days. No refurbishment required. Secure lease. Prime, high-traffic location within Brisbane CBD. Long established. Full training provided by Franchiso. Would ideally suit hands on husband and wife team. Price \$150,000 + Stock. Vince Konig 0430 332 208. Ref 11338.

BUY A JOB IN QUEENSLAND Company offers \$1,500 per week work guarantee (after stock taken out). Installation of Antennas and associated services including satellite installs, home theatre installs, phone points, data and cabling. Territories available in SE Queensland. No experience necessary, full training and support provided. Price \$59,000. Peter Jackson 0418 986 991. Ref 11152

LEISURE/ENTERTAINMENT/HOME GARDEN

ONE OF A KIND IN QLD - XXX - A well established adult entertainment and retail business in Brisbane best entertainment district, providing unique adult entertainment options that generate a very high rate of return. Located in a high traffic entertainment district. Fully staffed with systems and equipment in place. Price \$150,000 WIWO. Vince Konig 0430 332 208. Ref 11336.

AMUSEMENT HIRE BUSINESS This business hires out jumping castles, sumo suits, and daiquiri machines and the like. Clean business, well organised, easy to run, established procedure manuals and systems. Nets one working owner over \$130k pa. Excellent depreciation potential. Amsafe risk assessment certified. Priced \$199,000 WIWO. Frank Willett 0415 288 954. Ref 11330.

MANUFACTURING/IMPORT/EXPORT/ WHOLESALE

SAFETY & SECURITY FENCING Supplies and installs industrial security fencing and security gates, including automated sliding industrial gates. Has been covering the greater Brisbane area for 34 years. Excellent add-on to existing related businesses. Large database of repeat clients including Government, Universities, Councils, Railway. Price \$689,000 + Stock. Peter Jackson 0418 986 991. Ref 10330

INSULATION MANUFACTURING BUSINESS Rare growing industry, energy rated under floor and wall insulation. Low fixed / staffing costs. Price \$500,000 + Stock. Seth Leverton 0406 109 150. Ref 11686.

STAINLESS STEEL FABRICATION ENGINEERING WORKSHOP Specialising in custom conveying and food processing machinery manufacturing. 10 years experience in the design and manufacture for a wide range of equipment. This business is poised for further growth. Fully Equipped Workshop with truck and forklift. Madison 3100x6mm Hydraulic Guillotine and Madison 125 tonne press. Price \$147,500 + Stock. Frank Willett 0415 288 954. Ref 11685.

SPECIALIST ENGINEERING & PNEUMATICS BUSINESS Well known Engineering firm that deals with a wide range of engineering applications. Substantial assets to be included in the sale. Opportunity to build on the current long term client base. Extensive training and handover period from the current owner. Price \$147,500 + Stock. Seth Leverton 0406 109 150. Ref 11664.

FROZEN FOOD DISTRIBUTION BRISBANE With its head

office interstate the business has been servicing customers in Queensland for the past 10 years, however the clientele would be best served by a local distributor. Exclusive territory, established customers, unlimited potential - Massive area to grow. Price \$60,000 + Stock. Vince Konig 0430 332 208. Ref 11411.

WHOLESALE & DISTRIBUTION No Opposition! Exclusive distributor rights Australia-wide. Product used by NASA! Break resistant and graffiti proof. Huge brand recognition in the US and other overseas countries. Product has its' own memory! Unlimited product range. Eco friendly and damage proof. Work from home, no overheads! Price \$100,000. Myron Plumb 0415 303 370. Ref 11062.

RETAIL FOOD/HOSPITALITY/MINI-MARTS

TAKEAWAY/CAFÉ - With weekly sales over \$13,000 pw and growing this business is suitable for a husband and wife team. This shop has excellent rent circa - less than 10% of sales. Large kitchen where the best pizzas, hamburgers and seafood in the area is prepared. Price \$140,000 WIWO. Frank Willett 0415 288 954. Ref 11802.

CONVENIENCE STORE Great corner location surrounded by residential towers and commercial offices. This store presents well with a fresh and vibrant feel. With plenty of room to improve the business, this is an opportunity you must see. Well priced, great rent and income. Price \$98,000 + Stock. Simon Kim 0425 121 788. Ref 11782.

TAKEAWAY JAPANESE & SUSHI Monday to Friday operation, open for lunch and dinner. Great opportunity to expand client base and day-to-day customers. Fully equipped kitchen and sushi preparing machinery is all onsite. Well-presented, clean and tidy shop. Secure lease. Located in Inner Brisbane on busy street. Price \$50,000 + Stock. Sunny Johal 0406 808 845. Ref 11752.

LARGE CENTRAL CBD CAFÉ This long standing cafe stands loud and proud in the middle of a busy thoroughfare. This is a massive space crying out for energy and inspiration. If you are looking to have prime exposure and foot traffic then this is the one. Simple set up, Secure lease. Price \$125,000 + Stock. Vince Konig 0430 332 208. Ref 11715.

VALLEY RESTAURANT & BAR - Best location high exposure site right in the heart of Fortitude Valley. Currently run under management, trading 6 days. Reasonable rent. Fully licensed with an easy mean. Motivated vendor has reduced price to sell. Price \$100,000 + Stock. Christina Li 0405 613 788. Ref 11675.

CONVENIENCE STORE Cash sale business taking \$14,000 pw. Open till late located in a high-traffic location on busy road, major walking traffic, corner location. Surrounded with a beautiful environment, the business has established stable customer base. Suitable to working owner. Price \$140,000 + Stock. Sunny Johal 0406 808 845 Ref 11644.

CAFÉ Located in one of the most patronised shopping strips on the south side, this quaint café caters to all tastes and needs. Large fully equipped kitchen, and walk in fridge, good quality tables and chairs and equipment. Opportunities to improve. Price \$95,000 + Stock. Vince Konig 0430 332 208. Ref 11640.

ESTABLISHED TAKEAWAY SHOP Well known local takeaway shop. Clean presentation. Located in a growing area with recently completed high rise apartments and more well under way. Plenty of potential for new energetic operator. Open on Sundays and making more sales! Price \$135,000 + Stock. Simon Kim 0425 121 788. Ref 11635.

6 DAY CAFE This café is located on a prime, high traffic spot within a local Southside shopping centre. Weekly sales over \$10,000. Selling coffee 16kg per week. Diverse menu - easy to cook. Ample equipment - including cold room and Freezer Room. Long established. Modern fitout. Seats 60 people. Price \$348,000 + Stock. Christina Li 0425 121 788. Ref 11619.

FRUIT & VEG & DELI With \$2.2M TURNOVER Long established and well-presented fruit and vegetable shop with deli. Minimum weekly sales \$40k pw. Summer sales \$52-54k pw. Large walkin coldrooms, banana and preparation

area. Rear delivery access. Price \$495,000 + Stock. Blair Luckman 0433 227 997. Ref 11597.

5 DAY BRISBANE CAFÉ Fresh looking shop. Coffee sales- 20kg per week. Good sized preparation kitchen (No heavy cooking). Price \$50,000 + Stock. Blair Luckman 0433 227 997. Ref 11548.

PIZZA - NO DELIVERIES 6 days, 5 - 9 pm trading only. Non franchise. Secure lease. Partly managed. Staff in place. Price \$135,000 + Stock. Blair Luckman 0433 227 997. Ref 11491.

5 DAY CBD CAFE Well presented café in Brisbane CBD, 10kg coffee per week, Practical sized kitchen. Ample seating. Air conditioned. Price \$80,000 + Stock. Blair Luckman 0433 227 997. Ref 11479.

COMMERCIAL CATERING BUSINESS - Located close to the CBD this business is ideally located to serve its regular corporate customers around Brisbane, with easy access to major arterial routes. Kitchen is very well equipped including a large walk-in cold room. Huge demand for doing more weekend and evening functions. Good opportunity to further grow/ expand. Price \$145,000 + Stock. Vince Konig 0430 332 208. Ref 11402.

5 DAY CAFÉ BRISBANE NORTHSIDE Sales of \$10,000 per week and growing. New lease available, rent at \$72,000 per annum. Large area of approx 300m2. Includes food van for catering. Situated in a busy location and has a captive market. Price \$210,000 + Stock. Frank Willett 0415 288 954. Ref 11388.

SUSHI SHOP OR CONVERT Affluent, trendy suburb. High street location. Clean, tidy fitout, Plant & Equipment in great condition. Current owners are unsuited and it is a good opportunity for an experienced Sushi operator. Currently the business trades Monday to Friday and has catering arrangements on weekends. Price \$20,000 WIWO. Frank Willett 0415 288 954. Ref 11386.

SUBURBAN CAFÉ/LICENSED RESTAURANT Long established and located in a highly visible, high-traffic position only minutes from the Brisbane CBD, currently trading only 5.5 days weekly. Strong sales of \$15k+ per week. Quality equipment. Flexible staffing options. Price \$220,000 + Stock. Len Hepburn 0412 045 799. Ref 11379.

UNIQUE CONVENIENCE STORE This convenience store is situated in one of the best locations in Brisbane. Surrounded with a beautiful environment, the business has established stable customer base. Weekly takings between \$7,500 - \$8,000. Trading 7 days. Reasonable rent with long lease. No competition. Easy to manage. Price \$99,000 + Stock. Frank Willett 0415 288 954. Ref 11378.

NORTHSIDE CAFÉ 6 day trading. Sales \$10,000 pw. 10kg coffee pw. Price \$99,000 + Stock. Blair Luckman 0433 227 997. Ref 11376.

SURPERB CAFÉ/TAKEAWAY Weekly sales between at \$11,000-\$12,000. Cheap rent and long lease. Loyal staff. Trading 6 days. Price \$260,000 + Stock. Frank Willett 0415 288 954. Ref 11374.

DELICATESSEN/SMALLGOODS/CONVENIENCE STORE This spacious, well-presented family-owned combination store. Long history of successful trading. Massive 386m2 of product display / storage space, split over two levels. Long Plant & Equipment list, a refrigerated delivery van to service the growing list of wholesale clients. Price \$199,000 + Stock. Len Hepburn 0412 045 799. Ref 11349.

BRISBANE CITY CAFÉ BAR - Sales \$12,000 per week. 15 to 20kg coffee per week. Busy location with air-conditioning. 92m2 site. On-site liquor licence. Price \$180,000 + Stock. Blair Luckman 0433 227 997. Ref 11342.

BUCKING BULL - BRISBANE 100% Australian owned franchise with national brand recognition. Extensive training and ongoing business support. Group purchasing power to all their stores. Quality menu and delightful food offer for all ages. Solid lease agreement in place, held and negotiated by franchisor. Price \$150,000 + stock. Glen Dixon 0410 517 000. Ref 11280

ESTABLISHED BRISBANE RESTAURANT Comprises of restaurant, cooking school and corporate catering services. Staff and systems are in place. Currently open 5 days a week the restaurant has a modern stylish fit-out and high standards of service, cuisine and an excellent wine cellar. Price \$450,000 + Stock. Glen Dixon 0410 517 000. Ref 10980.

RETAIL GENERAL

NEWSAGENCY Take advantage of this booming area with lots of development. Solid and well established business. Great prospects for growth. No paper run. Very profitable. Trained staff in place. Long lease with reasonable rent. Price \$259,000 + Stock. Christina Li 0405 613 788. Ref 11666.

RETAIL FLORIST & ONLINE SHOP Long successful trading history. High profile location - Secure ongoing lease. Significant corporate accounts plus showing potential for further growth. Under management. Owner has minimal involvement. Financials account available. This is a well presented business and profitable business. Price \$88,000 + Stock. Blair Luckman 0433 227 997. Ref 11646.

BUSY VARIETY STORE This busy southside variety and gift store is located within a suburban shopping centre. Current owner has had shop for 3 years. Well presented shop. Suppliers in place. High quality presentation. Solid cash sales business. Price \$180,000 + Stock. Christina Li 0405 613 788. Ref 11615.

MODERN NEWSAGENCY Making over \$166,000 to two working owners. Modern shop fit, nothing to spend. Outstanding location close to Brisbane. Lotto commission covers rent. Great potential. Area developing rapidly. Delivery run fully staffed, no early start. Great holiday destination with lifestyle. Ideal family business. Strong back-to-school sales. Price \$295,000 + Stock. Frank Willett 0415 288 954. Ref 11408.

EXCLUSIVE OUTDOOR CLOTHING LABEL Home based business, established five years. Extremely low overheads - work from any location in Australia. Extensive product range specialising in hard-wearing outdoor apparel Products are branded - with all clothing items suitable for hiking, trailing, camping, trekking, fishing etc. Price \$90,000 w/w. Myron Plumb 0415 303 370. Ref 11730

POOL & HARDWARE STORE High net profit. Accountants financials to qualified buyers. Two complementary businesses in one - Both profitable. Secure lease. Excellent exposure on major road. Ongoing repeat clients. Ample car parking. Price \$125,000 + Stock. Blair Luckman 0433 227 997. Ref 11384.

BRILLIANT COASTAL NEWSAGENCY Great holiday location minutes to Brisbane. Commissions cover rent. Fully trained staff in place. Modern fit-out nothing to spend. In the top 20 for sales in the state. Potential for working owner to earn \$300,000. Located at shopping centres front door. Price \$750,000 + Stock. Frank Willett 0415 288 954. Ref 11355.

LARGE NEWSAGENCY - BRISBANE SOUTH WEST Solid lease with good rental structure. Good size shop that allows for an extensive product range in gift lines. No paper run. Post Point. Trained staff. Sales approximately \$2.7 million per year with an excellent return to working owners. Full training and handover will be provided to a new owner. Priced at \$750,000 + Stock. Vince Konig 0430 332 208. Ref 11327.

NEWSAGENCY - NO PAPER RUN Top location in major southside shopping outlet. Long lease available with good rent. Established staff. Rarely do you see a newsagency business that makes a turnover of well over \$2m from 84m2. Full financials available to serious buyers. Priced at \$595,000 + Stock. Vince Konig 0430 332 208. Ref 11325.

FINE JEWELLERY Boutique elegant jewellery store in the heart of a busy shopping centre in Brisbane. This well established store offers a range of classical and exclusive brands in stock. Store is in a prime location in one of Brisbane's busiest shopping centres. Price \$150,000 + stock. Glen Dixon 0410 517 000. Ref 11544

EXCLUSIVE RETAIL ICON - PRIME LOCATION Well

established for seven years in busy homemakers area. Under management with simple systems in place. Extensive range of quality homeware and cooking products. Easy operation accounting system and POS. Has over 30,000 active customers. Price \$689,000 + stock. Myron Plumb 0415 303 370. Ref 10447.

GOLD & LOAN SHOP Operates under management. Average monthly loan book is consistently around \$8-\$10k with minimum 20-25% interest. Strong cash business - huge profits of 80-100% mark-up for re-sale of gold to refinery. Price \$60,000. Myron Plumb 0415 303 370. Ref 11817.

SERVICES/PROFESSIONAL

PROPERTY MAINTENANCE & CLEANING Specialising in outdoor cleaning and yard maintenance. Current owner does not work in the business; sub contractors do all the work. About \$30,000 of tools and equipment including a BT Utility. Owner advises that a weekly PEBIT is approx \$1,000 if the owner does all of the work. Price \$29,900 WIWO. Frank Willett 0415 288 954. Ref 11390.

PROFITABLE BRISBANE PRINTING BUSINESS Trade printing business located in Brisbane, which works in partnership with several market-leading printers offshore and is liaised through one single agency. Established 6 years. Great potential for further business development. Fully Trained staff and detailed Standard of Procedures in place for recruiting new staff. Can achieve 30-40% Net Margins. Price \$550,000 WIWO. Frank Willett 0415 288 954. Ref 11357.

HEALTH & SAFETY This unique business provides hands on health and safety services to a specialised group of businesses located throughout Queensland. There are signed contracts in place for up to \$300,000. They have been established for seven years and are still growing. Price \$500,000. Tim Craft 0411 874 452. Ref 11461

TECHNOLOGY/COMPUTER/IT

SALES/MARKETING Well established, working business model in place. Build and manage ongoing web / SMS marketing business as licensee. Full support in sales, marketing, web development and SMS platform. Every business is a potential client. Ongoing (residual) revenue. Price \$40,000. Simon Kim 0425 121 788. Ref 11772

E-MARKETING BUSINESS Sending professional, personalised messages to thousands of clients in just seconds using the power of email marketing. Current owner works only two hours per week. Over 1.2 million email addresses in the database. Excellent return on investment. Full website included in price. Price \$120,000 WIWO. Frank Willett 0415 288 954. Ref 11641.

WEB DESIGN & DEVELOPMENT Home based/virtual office, no overheads. Under management. Overseas web design staff, low cost wages. Services over 300 Australian and international clients. Ongoing monthly subscription and hosting fees - great residual income. Price \$230,000 w/w. Myron Plumb 0415 303 370. Ref 11642

CENTRAL AND WEST

FRANCHISE

CARTRIDGE WORLD QLD REGIONAL - Calling for energetic entrepreneurs to join the Cartridge World Family and open new green field sites. Applicants must possess Drive and marketing experience. No previous experience required. Full training and support provided. Security of being part of a successful franchise. Price \$90,000 - \$110,000. Blair Luckman 0433 227 997. Ref 11679

LEISURE/ENTERTAINMENT/HOME GARDEN

CINEMA & COFFEE SHOP Includes two fully fitted cinemas and licensed coffee shop that seats 50 + customers - air condition comfort. Cinema 1 seats 160 patrons, Cinema 2 - 260 patrons. Screening of 36 + up to-date Block Buster movies P/W. Price \$150,000 w/w. Guy Cooper 0431 227 644. Ref 11560.

SERVICES/PROFESSIONAL

COMMERCIAL LAUNDRY & DRY CLEANERS This business

provides a laundry and linen hire service to clients throughout the Gladstone region. Established for 27 years and located in one of Australia boom areas. Business to business repeat clientele. Easy to expand. Extensive P&E all in place. All systems in place, easy for the new owner to take over. Price \$390,000 WIWO. Vince Konig 0430 332 208. Ref 11354.

SOUTH EAST

ACCOMMODATION/TOURISM

BOUTIQUE FREEHOLD B&B BEACHSIDE - Beachside B&B duplex pair freehold & business. Possible to add 2-3 extra bedrooms for more income. Passive second income and lifestyle in beautiful surrounds. Freehold is sold with business as one. Price \$1,350,000 Freehold & Business. Peter Jackson 0419 986 991. Ref 10716

QUALITY & LIFESTYLE WITH INCOME Purchase a fully renovated 2 bedroom unit overlooking fabulous Coolangatta and the ocean. There is a guaranteed Body Corporate salary of \$22,495 incl. GST, and an annual income of some \$45,000. With only 11 apartments to manage this is quality lifestyle. Price \$440,000. Glen Dixon 0410 517 000. Ref 11196

AUTOMOTIVE/TRANSPORT/DISTRIBUTION

LIVING THE LIFESTYLE Ferry and boat hire business for sale as the current owners wish to retire. There are various types of craft included in the business including a heritage ferry, three pontoon vessels plus two others, all in excellent condition and fully surveyed. Price \$170,000 w/w. Glen Dixon 0410 517 000. Ref 11801

SMASH REPAIR WORKSHOP Consistent repair work through all major insurance companies. Renowned as one of the best respected smash repairers on the northern end of the Gold Coast, no competition in area! Under semi-management with excellent manager, staff and systems in place. Price \$250,000 w/w. Myron Plumb 0415 303 370. Ref 11300.

MOBILE MECHANIC - GOLD COAST Established 8 years. Home based business, no overheads! Excellent trade relationship with Repco and other auto part wholesalers. Price includes two purpose built vans, tools and equipment. Price \$145,000 w/w. Myron Plumb 0415 303 370. Ref 10745.

CAR WASH Last 3 years have been "wet" not good for washing cars, but this car wash is still making a profit. Established 12 years. Fully equipped, 1 car wash machine, 3 self serve bays, kiosk and coffee machine etc. 24 hour cash business. Price \$400,000. Guy Cooper 0431 227 644. Ref 11088

BEAUTY/HEALTH

QUALITY SOAPS & POTIONS Small cottage industry or want to get into the big league, then this manufacturing business is ideal. The current business owner makes all her own products and sells at various farmers markets throughout Brisbane and the Gold Coast. Price \$59,500 + Stock. Glen Dixon 0410 517 000. Ref 11741

WORK ONLY 2 DAYS PER WEEK Complete finance package available by ANZ Business Banking for approved clients. Training available for applications Australia-wide. Niche market product and service. Currently sales are around \$2,500 for six hours per day, only two days per week. Price \$60,000. Myron Plumb 0415 303 370. Ref 11524

ANTI-AGING CLINIC Net profit \$170k plus an extra \$52k for owner or manager. Experienced staff in place, could be operated under management. Clinic specialises in Anti-Aging and Body Contouring. Huge client database and growing weekly. Great software, systems and procedures in place. Price \$279,000 + stock. Myron Plumb 0415 303 370. Ref 11483

MANAGED - CLASSY BEAUTY SALON Very modern and stylish, excellent décor, fully air-conditioned and close to "ALL" the action. All staff fully trained. Complete range of services including, spray tanning, cosmetics, make-up, hair care and styling, skin care and waxing. Price \$250,000 + Stock. Guy Cooper 0431 227 644. Ref 10982

Businesses for sale - Classifieds

BUSINESSES WITH REAL ESTATE/RURAL

HIGHLY PROFITABLE HOUSE REMOVAL BUSINESS WITH FREEHOLD Consists of house removals, house renovation, on site storage and house delivery. Would suit a working owner or investor, highly trained staff are willing to stay on. Over \$600k of work in progress. Approximately 60 houses on site with room for another 100. Offers over \$3,000,000. Frank Willett 0415 288 954. Ref 11391.

HYDROPONIC FARM & FREEHOLD This 3.218 hectare property and with hydroponic farm business is located 20 minutes away from Surfers Paradise. The business is producing various types of lettuce and herbs. Some are grown inside the 1188m2 greenhouse. All the products grown are sold local within 50km. Offers over \$1,400,000 considered. Frank Willett 0415 288 954. Ref 11377.

CONSTRUCTION INDUSTRY

TIMBER FENCING Servicing commercial, industrial and residential markets in providing fencing, retaining walls etc. Works predominantly with builders, landscapers and developers. Plant & Equipment valued at \$130k. This business would make a great "BOLT-ON" to an existing landscape or fencing business. Price \$495,000 + Stock. Guy Cooper 0431 227 644. Ref 11482.

FRANCHISE

CARTRIDGE WORLD - GOLD COAST & SURROUNDS - Calling for energetic entrepreneurs to join the Cartridge World Family and open new green field sites. Applicants must possess drive and marketing experience. Full training and support provided. Security of being part of a successful franchise. Price \$90,000 - \$110,000. Blair Luckman 0433 227 997. Ref 11678

BUSINESS OPPORTUNITY WITH MBE If you are looking for a business that can make a difference in your community as well as in your life, then look no further than MBE. This very unique opportunity will not last long, especially at this selling price! Price \$95,000 + Stock. Peter Jackson 0418 986 991. Ref 11086.

METRO TILES A rare opportunity has arisen where you can get into a fully fitted out premises in the ever profitable and always growing market of tiles and accessories. Full training provided. Strong company backup and support. Possible Bank Finance available to suitable purchasers. Price \$20,000 + Stock. Glen Dixon 0410 517 000. Ref 11038.

SWIMART POOL SERVICES Fully Managed and making \$118k, or owner/operator will net \$195k. Located in one of the fastest growing regions in QLD. The best retail outlet on busy road with great parking; has the full product range plus pool servicing. Price \$315,000 + Stock. Guy Cooper 0431 227 644. Ref 10930.

MANUFACTURING/IMPORT/EXPORT/ WHOLESALE

DIGITAL PRINTING Well established and offers a range of printed products for retail display, point of sale, outdoor advertising, banner printing, poster and digital printing. Excellent equipment. Price \$199,000 + Stock. Peter Jackson 0418 986 991. Ref 11617.

PROFITABLE POOL FENCING Owners profit \$198,209 (2012 Tax Figures). It's law from the 1st December 2010 pool safety certificates are required when selling or leasing a property with a pool, which means all pools need a fence before selling or renting. Price \$198,000 + Stock. Guy Cooper 0431 227 644. Ref 11114.

CIVIL WORKS/EXCAVATION Solid contracts in place for current and future works. Well established Gold Coast based company with long-term experienced management in place. Extremely well equipped company with all the right machinery, trucks, operators and contractors for completing the toughest of jobs. Price \$1,950,000. Guy Cooper 0431 227 644. Ref 10796.

SPORTSWEAR & APPAREL - WHOLESALE Import and national distribution. Turnover \$6m and growing. Most of their business goes to government sites and is recognised as a main supplier. Showing a net average \$600,000 over

the last four years. Price \$2,400,000 + stock. Tim Craft 0411 874 452. Ref 11025

IMPORT / DISTRIBUTION Established 1991, same owner. Owner retiring would stay on for period as consultant. Trades Mon - Fri. Three staff plus two owners. Regular clients. Suit business migration visa. Full finance available showing stability with good profits. Net Profit \$313,525. Price \$900,000 + Stock. Peter Jackson 0418 986 991. Ref 10748

RETAIL FOOD/HOSPITALITY/mini-marts

UPMARKET CAFÉ IN IPSWICH This café has quite simply the best location and huge potential. The current owner has owned this business for almost 10 years and ready to move on. Sales \$7,500 - \$8,000 per week, 5 day day-time trading. Fully renovated with its own unique feel and presentation. Price \$132,000 WIWO. Vince Konig 0430 332 208. Ref 11509.

BP RODHOUSE FREEHOLD OMANAMA Well-established bus service station/road house with freehold in a country location. Onsite accommodation available. Opportunity for new owners to expand the business to capitalise on all the hard work done. Located on busy Cunningham Highway, Oman-Ama. Price \$475,000 + Stock. Frank Willett 0415 288 954. Ref 11406.

TAKEAWAY SHOP Located 30 minutes from Brisbane on the west side, this unique food outlet serves burgers, fish and chips, etc. T/O \$12,000 - \$13,000 pw, cheap rent only \$1,536 per month (incl o/g & gst). Ideal for H&W team. Price \$195,000 + Stock. Vince Konig 0430 332 208. Ref 11403.

HISTORIC HOTEL IN THE HEART OF THE SCENIC RIM Currently serves over 500 meals per week to tourists and locals. With the bonus of onsite accommodation, this hotel is booked well in advance. Great reputation for service and quality amongst the locals. Price \$895,000 + Stock. Frank Willett 0415 288 954. Ref 11392.

GLORIA JEANS COFFEES - GOLD COAST - Top Franchise in great location. Turnover growing rapidly. Long, long lease. Good staff in place. Great fit-out and equipment. Be part of a large reputable franchise. Netting owner/operator \$89,000 (2013). Price \$245,000 + Stock. Peter Jackson 0418 986 991. Ref 11806

WATERFRONT BAR & RESTAURANT Awesome location, has to be seen to be believed. No expense has been spared, top fit and plant & equipment. Good lease in growing up market area. Has a liquor licence. Price \$350,000 + Stock. Peter Jackson 0418 986 991. Ref 11716.

CAFÉ / TAKEAWAY Presently run under management. Needs an owner/operator or a husband/wife team. Fully fitted out commercial kitchen nothing to spend. Easy to operate no experience needed. Scenic beach views from alfresco area. Good lease in place. Price \$49,000 + Stock. Peter Jackson 0419 986 991. Ref 10461.

AUSSIE FARMERS DIRECT Fantastic opportunity to get into one of Australia's leading franchise companies. Aussie Framers Direct are looking for franchisees from the Gold Coast up to the Sunshine Coast. Good dollars to be earned for the enthusiastic and motivated operator. Price \$115,000. Glen Dixon 0410 517 000. Ref 11112

CAFÉ - PACIFIC FAIR Stand alone cafe, very busy location. Weekly turnover approx. \$8,500. Inside and outside seating for 70 plus. Seller will look seriously at ALL OFFERS. Net Profit approx. \$84k per year for owner/operator. Make an Offer. Guy Cooper 0431 227 644. Ref 11297.

RESTAURANT, BAR, CAFÉ & FUNCTION ROOM Beautifully fitted-out restaurant/dining facility at the entrance to this grand complex. Adjacent to this is the equally well fit-out café, serving beer, wine and other beverages, sandwiches, bar snacks and cheese platters in a more relaxed and casual atmosphere. Price \$300,000 + Stock. Guy Cooper 0431 227 644. Ref 10848.

RETAIL GENERAL

SECURE RETAIL BUSINESS IN QLD COUNTRY TOWN Located in Queensland town in Darling Downs, this business

caters to convenience and service for the local area. Same family has operated the business for 28 years. Takings: \$100,000pw approx, the owners reported proprietors earnings of \$160,961 for 2009/10. Priced at \$349,000 plus SAV. Price \$349,000 + Stock. Vince Konig 0430 332 208. Ref 11337.

OWN YOUR OWN BREWERY - Gold Coast Micro Brewery for sale. Established six years in the heart of the Gold Coast. Under full management. Open 4 ½ days per week. 162 different styles of beer! Plant & Equipment at replacement value \$300k. Price \$200,000 + stock. Myron Plumb 0415 303 370. Ref 11439.

CRAFT BUSINESS - Established five years on the Gold Coast. Renewed supplier of collectable teddy bears, haberdashery and craft. Extensive and unique range of products. Low overheads, great lease in place. In-house workshops daily. Full range of teddy bear making supplies. Price \$400,000 ono. Myron Plumb 0415 303 370. Ref 10599.

SERVICES/PROFESSIONAL

FRANCHISE OPPORTUNITY ON THE GOLD COAST The Franchise business is a direct hire Business covering the south of the Gold Coast delivering to hotels, resorts, motels inbound tourist and rental car companies. These businesses are offered as one or can be sold separately. Price \$70,000. Glen Dixon 0410 517 000. Ref 11809.

FURNITURE REMOVALS & STORAGE - Established business located at the top end of the Gold Coast. Current owners wish to retire. Business is WIWO and consists of a semi-trailer container carrier, 3 pentacs, a 10 ton forklift, 64 storage containers, a fully equipped office and port-a-loo. Price \$750,000 wiwo. Glen Dixon 0410 517 000. Ref 10962.

SUNSHINE COAST

ACCOMMODATION/TOURISM

HOUSEBOAT HIRE NOOSA Easy to run, self-drive houseboat charter business consisting of four boats all fully equipped and fully owned (recent survey valued boats at \$805,000). Great 'lifestyle or sea change' business providing a comfortable income with minimum input from the owners. Established 28 years. Current owners happy to provide full training. Price \$795,000 WIWO. Wim Janssen 0451 074 099. Ref 11488

AUTOMOTIVE/TRANSPORT/DISTRIBUTION

DIESEL REPAIRS & METAL FABRICATION Specialist mechanical repairs and maintenance on diesel trucks, buses and various plant and equipment. Also de-dagging of concrete trucks. Company also set up for various steel fabrication. Well established in niche market. Owner will stay on if required. Price \$295,000 wiwo. Glenn Jonas 0400 401 919. Ref 11533

BUSINESSES WITH REAL ESTATE/RURAL

GENERAL STORE, POST OFFICE, FUEL OUTLET & NEWSAGENCY On popular tourist route on Sunshine Coast. FREEHOLD - Includes 4 bedroom home + 1acre land. Consistent profits - Annual turnover \$700,000. Regular local customers and tourist trade. Ideal family business and country-lifestyle living. Price \$960,000 (inc stock and freehold). Manuel Ribeiro 0429 626 835. Ref 11765.

FRANCHISE

CARPET CLEANING FRANCHISE 'Electrodry' has been operating on the Sunshine Coast for over 16 years. Recently subdivided into three areas; South, Central & North with the opportunity to buy one or the whole Sunshine Coast operation. Home based - excellent advertising and brand awareness - excellent returns for owner operator - no previous experience needed - guaranteed income. Full training provided. Price from \$80,000 wiwo. Wim Janssen 0451 074 099. Ref 11613

HEALTHY LIFE FRANCHISE Healthy life is a franchised health and sport supplement store with qualified naturopaths. This business allows you to work for yourself, but not by yourself. Est. 15 years with loyal customer base. Newly fitted shop. Great lease in place. Full training and

support. Great brand awareness and product lines. Price \$75,000 + Stock. Manuel Ribeiro 0429 626 835. Ref 11631.

UNIQUE RETAIL OUTLET Popular franchise selling fresh tasty snacks, nuts, confectionery, gift packs and hampers. Prime position in leading shopping centre with thousands of passers-by every day. Enjoy great profits and own a great lifestyle business. Price \$125,000 + stock. Wim Janssen 0451 074 099. Ref 11543.

SIGN-A-RAMA FRANCHISE Well established for 8 year. Substantial base of loyal corporate clientele. Business 2 business sales. Well known international brand. Reliable staff in place. Mentor training and franchise support. Not only this! It only operates 5 days a week leaving the weekends free to explore all that the Sunshine Coast has to offer. Price \$250,000 + Stock. Manuel Ribeiro 0429 626 835. Ref 11600.

MANUFACTURING/IMPORT/EXPORT/ WHOLESALE

METAL FABRICATION Established 1978, this company is a leader in the field of aluminium fabrication, manufacturing, powder coating and installation. Purpose built factory with a loyal, skilled team in place. Extensive client base in the building and mining industry. Excellent turnover - \$2.8m for 2013. Great business with huge potential for savvy operator. Price \$625,000 + Stock. Wim Janssen 0451 074 099. Ref 11460

RETAIL FOOD/HOSPITALITY/mini-marts

NOOSA CAFÉ Outstanding opportunity to acquire a beautifully presented cafe/coffee shop in busy Noosaville Shopping centre. Open 7 days providing breakfasts and lunch daily. Voted Best Coffee in Noosa 2009. Excellent fitout - loyal staff - well established income stream - long lease - excellent returns for owner operator. Price \$239,000 + Stock. Wim Janssen 0451 074 099. Ref 11799

FRUIT & VEG SHOP/GREENGROCER Established, profitable business at the entrance of a large, busy shopping plaza. Modern shop-fittings, equipment, and generous floor space. Lease terms favourable. Family owned- easy to manage. Consistent trading history. Also INCLUDES two Hawkers/Vendors licences. Price \$270,000 + Stock. Manuel Ribeiro 0429 626 835. Ref 11746.

ESPLANADE CAFÉ Best position on Mooloolaba Esplanade with views to the beach, constant foot traffic 6-9pm every day. Full liquor license. Seating 56 outside and 25 inside. Recent upgrade with full commercial kitchen. Owner has moved overseas and has excellent staff in place and currently run under management. Turnover \$952,741 (2013). Price \$180,000 + Stock. Wim Janssen 0451 074 099. Ref 11457.

FISH N CHIPS Newly established in 2009, this hot seafood and burger is ideally located on a main road directly across from a railway station. Excellent equipment and working area. Perfect for a husband and wife team, or one owner with 3 juniors. There is great potential to develop this business further. Price \$59,000 + Stock. Wim Janssen 0451 074 099. Ref 11496

IGA X-PRESS SUPERMARKET - main beachfront shop. Operating 15+ years - High turnover and profits. Plant & Equipment in good condition. Excellent lease terms. Convenience store with large range of goods. Tourist and local trade. Great opportunity for Owner operator. Price \$215,000 + stock. Manuel Ribeiro 0429 626 835. Ref 11731.

MEAT & SEAFOOD SUPERMARKET Long established offering large selection of meats, seafood, in-house small

goods and discounted daily essentials. Open 7 day p/w. Solid turnover of over \$7.5m. Net profit over \$600,000. Convenient location with ample off street parking. Excellent business with huge opportunities to develop further. Motivated Vendor will look at any reasonable offer. Price \$1.6m + Stock. Wim Janssen 0451 074 099. Ref 11658.

WATERFRONT RESTAURANT Unique restaurant with great ambiance. Current run under management with excellent staff in place. Well-equipped bar with full liquor license. Catering for up to 100 people, includes outdoor area with views over the river, as well as a private dining room for 12. Looking for something special, it doesn't get much better than this! Price \$265,000 + Stock. Wim Janssen 0451 074 099. Ref 11507

COUNTRY BUTCHERY Outstanding butcher in the heart of the Sunshine Coast. Situated on the main road shopping strip. Well presented. A solid business operating more than 40 years! Great lease in place, along with long list of plant & equipment - all in excellent condition. Showing consistent high turnover and profit. Excellent figures Price \$159,000 + Stock. Wim Janssen 0451 074 099. Ref 11587

GOURMET SEAFOOD TAKEAWAY Easy to run and ideally positioned adjacent to a park opposite the beach. A true "lifestyle business" with present owner only working two days a week with weekends off. A manager currently operates the business with casual staff bought in during the busy times. Price \$149,000 + Stock. Wim Janssen 0451 074 099. Ref 11535.

CAFE/CHOCOLATIER NOOSA Great business for husband and wife or single woman operation. Easy to operate and manage. Excellent fit out. Very high profit margin. Great looking and beautifully presented. Only 5 1/2 days. Rent only \$560- p/w. Envious location and offering a great lifestyle. Price \$99,000 + Stock. Manuel Ribeiro on 0429 626 835. Ref 11557.

RETAIL GENERAL

RETAIL LUGGAGE Unique opportunity to own the only travel, bag and fashion accessory store in a thriving shopping centre. Privately operated for over 12 years, the store has developed a reputation for quality goods and exceptional service. Owners want to retire and are happy to assist new owners with all aspects of the business. Price \$140,000 + Stock. Wim Janssen 0451 074 099. Ref 11677.

TILE & CARPET RETAIL Part of the 'Good homemakers buying group', selling to both retail and wholesale, located in a busy Homemaker Centre. Includes business infrastructure, plant & equipment, two trucks, car and a utility vehicle. Owners will provide full training. Turnover \$1.4m 2012. Price \$175,000 + Stock. Wim Janssen 0451 074 099. Ref 11552.

SERVICES/PROFESSIONAL

RENT ROLL This small portfolio of 37 residential properties in Mooloolaba/Maroochydore/Minyama area is offered as their office is re-locating to Sydney. Add this Rent Roll to your current portfolio or purchase this to get you started. Average management fee of 7.35%. Price \$185,000 WIWO. Manuel Ribeiro 0429 626 835. Ref 11789.

CLEANING BUSINESS NOOSA Providing an excellent return on investment by servicing resorts, Real Estate holiday homes and private holiday homes in Noosa. Boasting in excess of \$540,000 p.a. same owner for 7 years. No rent - Home based. No overheads. No Franchisees fees. Reliable, professional, well trained team. Full training provided to new owner. Price \$165,000 WIWO. Manuel Ribeiro 0429 626 835 Ref 11767

AIR CONDITIONING, REFRIGERATION & SOLAR Est 23 years Strong presence in the domestic and commercial market. This business has an enviable repeat clientele - 60% of all business. Three partners call it quits. Genuine sale, sound and profitable business. 25 highly qualified staff and a fleet of fully equipped trucks, gives the company the ability to cover all the Sunshine Coast. Price \$1,550,000 WIWO. Glenn Jonas 0400 401 919. Ref 11827

GOLDEN OPPORTUNITY - WELL ESTABLISHED SERVICE BUSINESS Unique business with little competition, operating 5 days per week. Low risk with ongoing contracts in place. Excellent financials netting over \$500k in 2013 and increasing! Dedicated staff with retiring owner willing to stay on and manage the business. Well positioned to capitalize on future growth. Price \$10395,000 + Stock. Wim Janssen 0451 074 099. Ref 11829

TECHNOLOGY/COMPUTER/IT

COMPUTER SALES & SERVICE This business consists of both a retail outlet as well as a separate education, sales and technical workshop. The retail outlet has a modern fit-out and carries a range of computers and electronic products for both Windows and Apple. They hold exclusive territories with the largest buying group in Australia and are the only Authorised Apple Education reseller between Nth Brisbane & Rockhampton. Currently run under management. Price \$500,000 + Stock. Wim Janssen 0451 07 099. Ref 11744.

MID NORTH

SERVICES/PROFESSIONAL

MANAGED IT SERVICES & REPAIR CENTRES - "Apple" Warranty and Non Warranty Specialists. All phones, tablets & mobile devices with same day service. "Fully Managed". Streamlined proven systems, highly trained staff. Located in a huge growth area of Australia. "Apple Authorised Service Provider and Reseller". Price \$398,000 + stock. Guy Cooper 0431 227 644. Ref 11506.

NATIONWIDE

FRANCHISE

HOME SERVICES FRANCHISE BUSINESS & MASTER FRANCHISE OPPORTUNITIES Be successful in your own franchise business. Includes: Full training, equipment and ongoing support. Opportunities are available in: Mowing (lawns and garden maintenance), cleaning, pet washing, home repairs, car detailing. Prices range from less than \$10,000 - to over \$25,000. Ian Jones 0402 111 500.

BUSINESS2BUSINESS FRANCHISE - National Opportunity - Established and profitable business that suits sales and business professionals. Work from home or business location from nearly anywhere in Australia. Supported by a long established and successful franchise system. Price \$165,000. Ian Jones 0402 111 500. Ref 11792.

MANUFACTURING/IMPORT/EXPORT/ WHOLESALE

ONLINE RETAIL SUPERSTAR On sale now - A simple to run online retailer of giftware, home wares, jewelry and accessories... and is set for growth. Simple and profitable business model with great branding and advanced Technology platforms. Established business (4 years) with huge growth potential. Work from home or from nearly anywhere in Australia. Large database of loyal residential and corporate clients. Price \$40,000 + Stock. Ian Jones 0402 111 500. Ref 11634.



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