

Businessbroker

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JUNE/AUGUST 2014

Selling A Business

Keep the Sale of Your
Business Confidential by
Using a LINK Business Broker

Laid Off?

Get Back to Work with
Your Own Business

Do Your Homework
Before Buying a Business

Exit Strategy

Smart Business Owners
Plan Their Exit Strategy

US \$5.50 INC GST

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WELCOME FROM THE PRINCIPAL

Ron Hottes is the Principal of the LINK United States of America. 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 USA contact Ron on 310-436-3800 or ron@linkbusiness.com

The first question you are probably asking yourself is why would an owner of a very successful brokerage for 18 years switch to a becoming a franchise from a New Zealand based brokerage franchisor. The answer is simple, money.

When you examine the number of closings and the closing rate of the LINK brokerages in New Zealand, Australia and South Africa it is easy to see that their way of doing business is much more successful than the way we do it here in the states. I was impressed, impressed enough that I dug into the details of how they do business and I liked what I learned. I liked it enough that I made the decision to join them.

What do they do differently? In a nutshell, they are great, not just good at marketing, they have an effective web site and they have an absolutely phenomenal, state of the art business brokering software system. There are other reasons, but those are the three that caused me to switch.

I liked what I saw so much that in addition to switching my brokerage to a LINK franchise I also joined LINK as a partner in their US operation, LINK USA LLC. I'm actively involved in creating and teaching educational courses for the California Association of Business Brokers so I'm constantly in contact with both experienced brokers and new brokers. I know what they want and expect out of the profession and more importantly what they want in the brokerage where they work. We are going to take that knowledge and make LINK an even better franchise. With what LINK has today and their willingness to change/adapt for the US market, I predict that LINK will become the dominant brokerage in the US.

Just a few highlights of what they have today:

1. Camaraderie – When I talk to various office individuals it is obvious they are a team
2. Brand awareness – they have a full time Brand Manager
3. Their business broker software, called LION (LINK Information and Operations Navigator) is so thorough that it takes much less time from a broker, allowing him/her to spend more face to face time with buyers and sellers, thereby giving them a higher closing ratio
4. Brochures and marketing materials – the best I've even seen. For example, their selling brochure is a 20 page masterpiece that will convince any seller to list with LINK
5. Valuation tool – an easy to use valuation package that not only looks at Cash Flow, Multiple of Discretionary Earnings and Excess Earnings but it also looks at comps. The software then prints out an easy to understand professional report to present to the seller
6. Online training
7. A quarterly magazine to pass out to sellers, buyers, CPA's, lawyers, bankers and other professionals
8. Support – LINK not only offers support but they are responsive to suggestions and changes
9. Technology – nobody harnesses technology in business brokerage like LINK. They have IT staff. They've spent over a million dollars in programming for their LION software. Their systems work in Office 365 making it easy to share ideas and documents with people inside and outside of LINK
10. Social Networking – they know how to capitalize on social networking
11. LINK M&A is their M&A group that specializes in bigger deals
12. www.linkbusiness.com – check it out, you will be impressed

LINK's commitment to excellence has helped them forge a reputation as industry leaders and that is why they can say, They are "the authority on selling businesses".

Sincerely

Ron Hottes
Principal

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Selling A Business?

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

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

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

BUSINESS CONTINUITY

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

CONFIDENTIALITY

LINK Business Brokers specialize in confidentiality. Every business they sell is a confidential transaction. They make their living by keeping business sales confidential. A broker acts on your behalf allowing you to remain anonymous. It's important to maintain confidentiality. This is particularly important if you do not wish your employees, banks or clients to find out prematurely that you are planning to sell. Employees may become worried about the security of their employment and clients may become concerned about quality and service. Using a broker ensures confidentiality.

REACHING QUALIFIED BUYERS

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



MARKETING

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

EVALUATION AND PRICING

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

EXPERIENCE

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

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

Written by Ron Hottes, Principal of LINK Los Angeles. Contact Ron on 310-593-8300 or by email ron@linkbusiness.com



Laid Off?

Get back to Work with Your Own Business

So, you have been laid off – now what? Have you considered joining the increasing number of people who have decided to take control over their future and buy their own business? Studies consistently show that business ownership is a way to build wealth and security. With interest rates remaining low and pricing favoring buyers right now, this is a great time for an inspiring entrepreneur to take that business ownership leap and take back possession of their career.

Challenges can be Overcome

The biggest challenge facing most buyers right now – especially those out of work – is financing; but don't let that stop you from moving ahead. For those out of work, buying a business is like buying a lifetime job. Right now, interest rates are low, but tight credit markets mean it might take a more creative approach to financing to get the deal done. That also means that sellers are more willing to provide some financing, which is a great option for buyers who need more flexible opportunities.

Working through your LINK business broker ask a business owner to consider seller financing, which essentially involves the seller helping finance the sale of the business by taking back a second note on the business. Seller financing differs from a traditional SBA loan because the seller essentially extends credit to the buyer against the purchase price of the business.

Staying Power

According to a recent outlook survey from the California Association of Business Brokers, it will continue to be a buyer's market and there are certain industries that have staying power. Industries such as manufacturing, business services and almost anything in the medical field have strong futures. And with baby boomers getting ready to retire and sell, there are plenty of options out there for the serious buyer.

Buyers should work with a Certified LINK Business Broker to find a business that is of interest to the buyer and is on solid ground financially as well as with its client-base. Conducting a thorough due diligence is the most important step a buyer can take to fully understand all aspects of the business.

Put Yourself in a Good Position

An entrepreneur that invests in a business now will be in a good position to find success and a consistent profit when the economy improves. We know that recessions do not last forever, so people who are forward thinking can use this tough economic time to secure their future with business ownership.

Written by Ron Hottes, Principal of LINK Los Angeles. Contact Ron on 310-593-8300 or by email ron@linkbusiness.com



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



If you want to sell a business and this is new to you, contact an experienced LINK Business Broker today

310-436-3800 linkbusiness.com

Keeping the Sale of Your Business Confidential



LINK Los Angeles wants you to know that in order to get the best price when selling your business, Mum's the word. "Keeping the sale of your business confidential is what business brokers do well and that will help you avoid problems and distraction during the sale process," stated Ron Hottes, president of LINK Los Angeles.

Hottes says that announcing the sale too soon or at all can cause unwanted problems. "Generally speaking, the sale of a business can take up to seven months to close: You don't want problems along the way that can delay the process, distract a buyer, or even worse, cause a buyer to walk away," Hottes stated.

According to Hottes there are four main groups that can affect the sale of your business if word gets out:

■ Employees

Announcing that you are selling your business can cause problems with employees. They can refuse to be cooperative and cause morale problems, ask for wage increases or bonuses to stay on, or start to look for employment elsewhere. This is unfortunate since a hard-working employee can be a valuable asset to your company. Sometimes in stock sales the employees are never notified of the sale. They are told that the owner is going to start slowing down and a partner is being brought in to manage the business.

■ Suppliers

During the sale process, any number of things could happen that would put a supplier on edge. If a supplier finds out you are selling, they could get nervous and tighten credit limits, put tighter restrictions on your account, start supplying a competitor or cut off supplying materials altogether.

■ Customers

If a customer is aware of the sale, they may choose to put a hold on further ordering to see how things develop with the sale. This can also give them cause for concern about whether they will get the same quality of product or service and may decide to check out your competition. This could put a dent in your sales – not something a possible buyer wants to see.

■ Competitors

If a competitor finds out you are selling from an employee, a supplier or customer they can use that knowledge to their advantage. They can steal key employees, get suppliers to switch and steal customers.

"The best way to keep the sale of your business confidential is to work with an experienced LINK Certified Business Broker," Hottes stated. "A broker knows how to be discrete and understands that confidentiality is key to getting you the best price. In the end, keeping things quiet until the deal is closed is the best route for everyone involved."

Written by Ron Hottes, Principal of LINK Los Angeles. Contact Ron on 310-593-8300 or by email ron@linkbusiness.com

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SERVICE REMINDER

We have the opportunity to set ourselves apart from the competition if we remember service is an integral part of our job. Our most vital asset is the client. What level of service we provide is a choice made by each broker. Mediocrity is an acceptable practice for many but for the most successful brokers the value of the service and the level of it provided is outstanding. We know as brokers when we have given a client our best. What are some of the common but not so common traits some of the most successful brokers exhibit?

1. Communication/listening is monumental and critical at all times. The most active and successful brokers are talking/listening to their clients several times a week along with follow up emails and person to person meetings.
2. Transparency is something every great broker practices. Whether it is good news or bad the best brokers do not wait to communicate something that is often times difficult.
3. Accountability is something everyone should practice. We are not perfect and there are a lot of moving parts in every transaction. If you make a mistake, forget to call, forget to remove a contingency, forget an appointment, save the excuse and be accountable for your actions. Your client will appreciate your honesty and typically the outcome is positive despite your actions.
4. Vision is something that I have found in all brokers that see that window of opportunity that leads to the close of the transaction. If we look at each deal we close there are recognizable deal making or deal breaking moments in each transaction that if we had not made certain decisions or actions at that very second, the transaction might not have closed.
5. Creativity is a necessity when the standard approach is not working. Think outside the box, change up your routine, take a different approach, ask for help, but do not stay stagnant.

In a recent transaction I was faced with a difficult situation that needed to be addressed immediately. We had an accepted offer and the buyer intended to keep both of the Sellers on as employees with a very advantageous employment agreement. Buyer, very sophisticated, indicated early in the due diligence period that he is not going to keep one of the Sellers on and that is my job to communicate this to both of the Sellers. I knew this was a delicate situation and this could de-rail the transaction. I made the call to the Seller and explained to him that he would not be staying on and he handled himself very professionally and we did close the deal. There is a lot more to the story but it was a reminder to me to always focus on the details, keep in close contact with all of my clients, and at all times be willing to have those difficult conversations. We are in a service business, that means we are constantly solving problems in an effort to get to the close. Focus on the service and not the money.

Written by Adam Gilman, business broker of LINK San Diego. Contact Adam on (858) 449-9996 or by email adam@linkbusiness.com



Become Your Own Boss

Join today as 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:

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- Have Integrity
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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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Buying a Business? Do Your Homework

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

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

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

- Do you understand the business? More to the point, do you understand how the business makes its money and how it spends money to pay the expenses? Do you understand the seller and his/her management style? Can you emulate the seller? Most business acquisitions that fail, fail because the buyer goes in and starts making wholesale changes. To ensure your success you will need to emulate that seller until you fully understand the business before making any changes.
- Why is the seller selling? Be sure that the answers you hear are reasonable and consistent with what a seller is telling you. If a seller says they are selling because of boredom and sales have been declining, you might want to investigate a little further and make sure there isn’t something else to be concerned about.
- What is the business worth? Your broker should have recast the earnings to show the seller’s discretionary earnings and with this information you and your broker can do a quick cash flow analysis to come up with a fair price for the business.
- Have there been any major issues with employees and/or customers? Knowing how the employees and customers perceive a company will give you insight into the probability of the company’s success in the future. Knowing this information is important because it gives you an honest look at what you will be walking into as the new owner.



“The important thing is to find a business that best meshes with your skills and the expectations you set.”

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

Written by Ron Hottes, Principal of LINK Los Angeles. Contact Ron on 310-593-8300 or by email ron@linkbusiness.com



Exit Strategy Smart Business Owners Plan Their Exit Strategy

How can I maximize the value of my business? As a LINK Certified Business Broker, I am asked this question frequently. In this section I will discuss steps and strategies that a business owner can employ when preparing to sell a business. The key is preparation - the better prepared an exit strategy is, the higher the selling price it will command and the more likely it will sell. A few minor enhancements can dramatically increase the marketability of your business.

Many business owners, when selling a home, paint the exterior, landscape the yard and upgrade the interior. Why? Because it will sell faster and command a higher price. Yet, many business owners, when selling their business, simply decide to sell one day and put it on the market. In reality, an exit strategy for a business could reap huge financial rewards for the owner when the business is sold.

Why don't many business owners do more to prepare their business? One reason is that they are not sure what to do. This is one reason I am writing this section and why I do advance planning for business owners. The other reason is that the number one reason business owners sell is because they are burnt out. It is difficult to take the time and effort to prepare everything when all you want to do is walk away.

If you are a business owner and are reading this because you are considering selling your business, remember, upwards of 60% of businesses do not sell and selling a business, on average, takes 6-18 months. Your goal is to get a good price, but also to make sure your business is one that sells and sells quickly. Any work that is put in will pay off.

Maximize Discretionary Earnings: The period of time just before a business is put on the market should be a time when everything is done to show the highest earnings possible. Every dollar of DE could mean 2 to 3.5 dollars in selling price. If you grow your sales just \$30,000 that means your business could reap you an extra \$100,000. I have your attention now, right? Also every effort should be made to show growth. Growing businesses sell for a premium.

Timing: Timing when to sell can be difficult. It means taking a hard look at your operation. Have sales peaked? Is your business profitable? Is your business stable and/or growing? Are the proper systems in place for your business to operate on a day to day basis? If these answers are yes then it is a good time to sell. If not, it may be advisable to wait a short time. Additionally, if there are any trends that are affecting the industry that you are in then it may be a good idea to wait as well. The best time to sell your business is when you are having your best year ever.

Written by Ved Sajjani, business broker of LINK Los Angeles. Contact Ved on 310-539-8300 ext 212 or by email ved@linkbusiness.com

Why is a LINK Business Broker Essential in a Deal!



Business Valuation

A business is just like a child to the owner. "My child is the best in...". A buyer will not see it the same way and will not pay more than a fair value for the business. An experienced LINK business broker understands the market, has access to statistics on recent sales, and can apply the various methodologies to guide you on the most probable selling price.

Marketing

Not only can the LINK broker advise on preparing the business for sale, but can also undertake a multi-faceted marketing campaign tailor made to the business to give maximum exposure. Internet, is a strong and effective media, but combined with print, it can produce the best result far more effectively than any owner could manage on an individual basis.

Negotiating

The LINK business broker is an experienced and important key to the seller and the deal at any stage of the sale transaction. He, or she, can help with negotiating price, terms, and other key aspects of the sale. From follow-ups in the early stages, to controlling the smooth running of the contract the broker has a role the owners themselves cannot do effectively.

Protection

LINK business brokers are trained using different legal forms and following procedures to protect the parties, guard against delays and problems, and avoid the "deal killer".

Confidentiality

A LINK broker can help maintain confidentiality, identifying the business only to prospective buyers who qualify. Most business owners do not want their staff, customers, or suppliers to know they are considering selling. The broker can secure confidentiality undertakings, screen prospects, and phase the release of information.

Fees

Generally the buyer pays no fees and our sellers only pay a success fee if we sell the business on terms and conditions acceptable to them. On average, our fees are far less than the extra value we bring to table, and for that reason, help the seller get more for the business. Also, the seller does not have to deal with all the "looky loos" buyers and "tire kickers" that either don't have the means or lack the motivation to buy the business.

Selling your business yourself is like treating yourself when you are ill ...

Written by Jim Moazez, business broker of LINK Los Angeles. Contact Jim on 562-477-6657 or by email jim@linkbusiness.com

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

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The LINK Network

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

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Businesses for sale - \$1 million plus

Truck Body Manufacturer with Potential for Sale Los Angeles County

SDE: \$1,200,000
Sales: \$8,000,000

A leading truck body manufacturer in California. Top of the line in its class for highly engineered light weight and durable products. The company has a history of \$25 million in gross sales in 2008, remains profitable through the most serious recession in the country's history



Asking price: \$8,000,000

Ref: LA3490

Wen Chen-Karkhanis / 310-539-8300 ext. 204 / wen@linkbusiness.com

Profitable Niche Auto Rental Company Los Angeles County

SDE: \$1,891,433
Sales: \$3,963,862



Consistently High Profit Car Rental Company serves lucrative niche market of travelers coming to Southern California. Most of their clients arrive from overseas. The company accommodates and is sensitive to the culture that it serves in such ways as hand washing cars inside and out for extra cleanliness, providing smoking and non-smoking cars, and stellar customer service in the native languages.

The business model has proved very enduring and would be a very scalable to other major cities if the new owner desired. Revenues include the car rentals and, of course, the highly profitable rental car insurance which is highly subscribed to by foreign travellers driving in Southern California. The company has a home office and 2 satellite locations. Cars are maintained in meticulous condition for its scrutinizing customer market. The high maintenance standard contributes to above average resale value when time to sell the cars during normal rotation.

With a fleet of approximately 270 vehicles the company is able to maintain excellent buying and selling position while guaranteeing availability to its customers. The partnership that owns the company has concluded that it must sell due to reconcilable issues between the two partners. This is a great opportunity to profit from and grow a very established company with national and international scalability.

Asking price: \$4,600,000

Ref: LA3552

Roger Civaleri / 310-384-5665 / roger@linkbusiness.com

Cabinet Manufacturer and Installer w/ Gov't Contracts Los Angeles County

SDE: \$480,000
Sales: \$6,000,000

This state-of-the-art millwork facility business is located in the San Gabriel Valley area in a 30,000 sq. feet facility. This facility is equipped to handle large volume projects. They manufacture and install cabinets. 75% of the business comes from Public Works projects. Customers include Lax airport, Universities, Schools, hospitals etc. The business is split into 2 companies. Manufacturing and Contracting. Contracting business is union shop and therefore they can bid on city, county jobs etc. Manufacturing is non-union. Over 60 employees. Established over 11 years.



Asking price: \$1,560,000

Ref: LA3600

Ved Sajani / 310-539-8300 ext. 212 / ved@linkbusiness.com

Full Service Print Company for Sale Los Angeles County

SDE: \$250,000
Sales: \$2,525,000

This long standing full service print company with an abundance of experience in binding and pre-press. Currently holding over 200 active clients. Comes equipped with many features and the necessary tools to succeed. The seller has opened another business venture and is spread too thin. This is a great deal that has a lot of potential and would be a great add on to your current business.



Asking price: \$1,000,000

Ref: LA3544

Sara Medley / 310-539-8300 ext. 207 / sara@linkbusiness.com

E-Commerce Business - Wholesale Clothing Supplier Los Angeles County

SDE: \$535,000
Sales: \$15,000,000

This is a top supplier of wholesale fashion clothing to retailers nationwide. Retailers place the order online and pay for it either by credit card or PayPal.

They ended up 2013 with over \$15 million in sales, up 110% over previous year. Their website is number 1 in their own industry.

Last year this company spent over \$150,000 in making their facility more efficient at the advice of a leading consulting firm. This resulted in reduction of employees by 20%. This will mean much better bottom-line profit in 2014 and beyond.



Asking price: \$2,000,000

Ref: LA3632

Ved Sajani / 310-539-8300 ext. 212 / ved@linkbusiness.com

Very Well Run Mini Charter Bus Company

Los Angeles County

SDE: \$420,000
Sales: \$2,330,000

This is a well-managed and highly profitable Charter Bus Company. They cater mainly to Asian tourists from China, Camp and youth groups, Churches, Sports teams, Schools and Universities etc. Business has been growing at the rate of 20 to 25% every year in last 3 years. The fleet consists of 25 newer Mini Buses that seats 15 to 30 people. 14 of them are fully paid off. There is about \$650,000 in equity off buses that is included in the sale. Buses are parked on a 17,000 Sq. feet lot and has an onsite maintenance and washing facility.



Asking price: \$1,200,000

Ref: LA3456

Ved Sajjani / 310-539-8300 ext. 212 / ved@linkbusiness.com

Online Retail and Wholesale Beauty Cases ECommerce

Orange County

SDE: \$700,000
Sales: \$2,400,000

This company imports and sells professional makeup cases, cosmetic bags, makeup lighting stations, and jewelry boxes. etc. online. They have a great website. They sell directly to the consumer at retail prices and to retailers at wholesale prices. All orders are placed online only and paid by credit card or PayPal. A lot of repeat business.



They work out of a 8,500 sq. feet facility located in the heart of Orange County. This business can be Relocated almost anywhere without any down time.

Asking price: \$1,450,000

Ref: LA3639

Ved Sajjani / 310-539-8300 ext. 212 / ved@linkbusiness.com

Highly Profitable Staffing Firm

Southern California



SDE: \$1,310,531
Sales: \$6,183,125

This highly profitable business is a recruiting and contract/temporary staffing firm with over 38 years of experience. Having earned the U.S. Department of Labor 'Employer of the Year' award during two large recruiting campaigns.

The in-house staff provides a strong leadership team of highly skilled and long term recruiters.

Revenues have increased substantially over the past three years, indicative of continued positive growth based on economic trends.

Asking price: \$3,200,000

Ref: LA3459

Jeff Beland / 310-539-8300 ext. 223 / jbeland@linkbusiness.com

CNC Machine Shop in the Heart of Orange County

Orange County

SDE: N/A
Sales: N/A

EB 1 and EB 5 visa qualified. Perfect for buyers from Asia.

This machine shop was established in 1994. Same owner.

They make parts for commercial dish washers. After market motor cycle and truck parts. Spare parts for oil drilling equipment. Parts for smokeless cigarettes, water pipe and valves for plumbing companies etc.

Very clean books. Seller is willing to stay and run the business for the buyer for up to 3 years.



Asking price: \$1,400,000

Ref: LA3609

Ved Sajjani / 310-539-8300 ext. 212 / ved@linkbusiness.com

Consumer Lifestyle Products Manufacturer

Southern California

SDE: \$375,000
Sales: \$2,000,000

Consumer and lifestyle products manufacturing. Located in LA county. Established with several national retailers must sign NDA to obtain information on this very exclusive opportunity.



Asking price: \$2,000,000

Ref: LA3416

Jo Khoury / 310-539-8300 / jfk@linkbusiness.com

Businesses for sale - \$1 million plus

3in1 Junk/Auto Dismantle Towing Svc Recycling

Southern California

SDE: \$260,000
Sales: \$1,468,415

Four acre junk/auto dismantling yard, three truck towing and recycling business. These three businesses are all feeding off of each other, the perfect synergy between three businesses. A very large inventory - approximately 500 cars, 500 transmissions and 200 engines in inventory with a street value of \$1.9 million. Located in the rural LA area, this 57 year old business is a great business for someone who likes a rural environment and wants a recession proof business.



Asking price: \$1,200,000

Ref: LA3423

Ron Hottes / 310-539-8300 / ron@linkbusiness.com

Cast Products Manufacturing - Profitable Growth

Southern California

SDE: \$850,000
Sales: \$5,500,000

This foundry business has been operating for over 50 years and under the current owner for 29 years. There is a long history of profitability. The reason for sale is retirement. Gross Sales are in the \$5-6 million range with Discretionary Earnings of \$750 thousand to \$1.1 million and an asking price of \$3.3 million. The business is located in California.



The company has a strong brand reputation and a very diverse customer mix focused on parts with more stringent requirements and specifications.

The seller is flexible on establishing a smooth transition plan for a new owner.

Asking price: \$3,300,000

Ref: LA2880

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

Heavy Duty Construction Vehicle Manufacturer

Southern California

SDE: N/A
Sales: \$2,000,000

From 1934, the Company has been producing innovative designs for the trailer industry, and has become a well-known manufacturer of heavy duty highway equipment and vehicle, providing the maximum legal payloads for construction and agricultural products.



The company enjoys the reputation as an excellent trailer in quality and price for 79 years. The Company has full capacity for \$9 million, made \$2mm in gross for 2012 and \$6 mm for 2009.

Asking price: \$5,000,000

Ref: LA3452

Wen Chen-Karkhanis / 941-526-9920 / wen@linkbusiness.com

Plastic Bottle Manufacturing Plant

Riverside County



SDE: N/A
Sales: N/A

This is state of the art Plastic bottle manufacturing plant in the Inland Empire area in a 31,000 square ft facility. They manufacture blow molded bottles that range in the size from 2 oz. to 2 gallons.

Provides customers with innovative packaging options for beverage, household, industrial and pharmaceutical industries.

The plant has a capacity to produce \$36 million worth of products each year. The seller has invested \$8 million in this plant. All equipment is German made and built to last. Seller owns several larger businesses and is unable to give full attention to this business.

Asking price: \$6,000,000

Ref: LA3569

Ved Sajani / 310-539-8300 ext. 212 / ved@linkbusiness.com

Profitable Passenger Transportation Business

St. Louis

SDE: \$366,529
Sales: \$735,000

Business is well-established with an exceptionally good cash flow and most transactions in actual cash. It is one of the leading transportation businesses in the area with approximately 40 well-maintained vehicles and growing.



Owners are retiring, but have worked very hard to make this business and will work equally hard to make sure new owner has all the necessary tools for success, including seller financing.

Asking price: \$1,500,000

Ref: LA15013

Julie Pumfrey / 636-208-0753 / julie@linkbusiness.com

Businesses for sale - Los Angeles County

High Volume Liquor Store

SDE: \$204,000
Sales: \$924,000

Profitable High Volume Liquor Store located in densely populated area in LA County. Surrounded by homes and apartments, plenty of parking, long lease with below market rent at \$2,900 for 2200sq ft a month. Lease is 7years + 7years option + 15 years option. The store generates extra income of \$6,000 per month (ATM \$1,000, Lottery \$1,200, Check cashing \$2,500, Water machine \$1,000). Same owner for 7 years.

Asking price: \$680,000

Pieper Stewart / 310-539-8300 / pieper@linkbusiness.com

Ref: LA3501



Premier Auto Repair Shop in South Bay

SDE: \$219,151
Sales: \$1,225,585

This is a great opportunity to purchase both the business and the real estate of one of the best auto repair shops in the South Bay. The real estate must be sold with the business. This shop occupies a large lot with 3 buildings, 16 bays and plenty of parking. It's a premier location on a busy street. Last year they did over \$1.2 million in sales and made \$219,000.

Asking price: \$475,000

Ron Hottes / (310) 809-3137 / ron@linkbusiness.com

Ref: LA3506



High Auto Body Shop Getting DRP Soon

SDE: \$169,000
Sales: \$1,200,000

This is a growing and successful body shop close to West LA Area. In one year, the business has reached \$1,200,000 per year revenue and is in the process of getting DRP from a major insurance company. With a reasonable lease and fully trained staff. Owner is the manager and there is an estimator in place.

Asking price: \$325,000

Ron Hottes / 310-809-3137 / ron@linkbusiness.com

Ref: LA3618



Fine Asian Herb and Dry Food Store with Potential

SDE: \$300,000
Sales: \$1,800,000

Located in the heart of Asian community in LA, right at the intersection of busy streets neighboring with variety of businesses, the Store carries fine herbs and dry goods.

The store has space for traditional Chinese medicine consultation. It will help the business tremendously if the new owner can have a Chinese herbal doctor on site. The interior is spacious, bright and clean.

Asking price: \$430,000

Wen Chen-Karkhanis / 941-526-9920 / wen@linkbusiness.com

Ref: LA3470



Local Coffee Houses in Los Angeles County for Sale

SDE: N/A
Sales: \$70,000

Own and operate two great locations of neighborhood coffee houses that are very well equipped with state of the art equipment and technology. Wholesale roasting to local businesses and a well rounded menu appeals to several loyal consumers. This can be an opportunity for someone to grow this to several more local shops as well as expand the wholesale business. This has been established for over 5 years and is ready to grow.

Asking price: \$350,000

Joe Khoury / 310-539-8300 / jfk@linkbusiness.com

Ref: LA3579



Dumpster Rental Company in San Fernando Valley

SDE: \$150,000
Sales: \$950,000

This Dumpster rental company has been established for over 8 years. Located is a secured lot of about 3/4 of an acre. They have over 70 dumpsters in various sized for rent to homeowners and contractors. From 4 cubic yards to 40 cubic yards. Over 60 dumpsters are rented out at any given time at a cost of \$150 to \$600 per week. They have 3 trucks to drop off and pick up the dumpsters. 3 truck drivers, 2 employees in the yard and 1 office manager. Easy to run business.

Asking price: \$400,000

Ved Sajjani / 310-539-8300 ext. 212 / ved@linkbusiness.com

Ref: LA3455



Great Liquor Store for Sale

SDE: N/A
Sales: N/A

More than just a neighborhood store, this business has liquor, mini market / meat shop and bakery.

Located in Los Angeles operating for 20 years, previous owner's retired, new owners have operated this business for 3 years.

Great landlord and lease terms for a qualified tenant.

Asking price: \$395,000

Peng Guan / 310-539-8300 / peng@linkbusiness.com

Ref: LA3599



Neighborhood Liquor Store and Mini Mart

SDE: \$160,001
Sales: \$600,000

Neighborhood Liquor Store and Mini Mart in LA County (East of Downtown) this liquor store has been in business since 1977. Still has more opportunity to grow sales. Well trained staff. The owner is moving out of state, so it's a must sell. Priced at \$399,000 including inventory of over \$40,000, low rent and great location. Great books and records to prove sales and net profits of over \$160,000 of sales of \$600,000.

Asking price: \$399,000

Joe Khoury / 310-539-8300 / jfk@linkbusiness.com

Ref: LA3507



Businesses for sale - Los Angeles County

High End Jewelry Designer Store

SDE: N/A
Sales: N/A

Celebrity designer jewelry store in prime Beverly Hills location. Over \$1,000,000 dollars spent on this stunning building. Only asking \$500,000. Substantial inventory of designer jewelry available for consignment. Owner currently outside of the U.S. Jewelry have been worn by many famous U.S. and International celebrities. Sold in Europe, Paris, the Middle East-Dubai, South America, and Brazil.



Asking price: \$500,000
Joe Khoury / 310-539-8300 / jfk@linkbusiness.com

Ref: LA3532

Neighborhood Beer Wine Market

SDE: \$96,000
Sales: \$636,000

This great neighborhood beer and wine market is for sale. The market is located in a densely populated area in Los Angeles County. The market has an excellent reputation for quality service and possibly the best prices in the area. Equipped with a water vending machine, and a walk in cooler with twelve doors. There is 500 sq ft of vacant space right next to the store which can be rented out or be used as storage. This market is pre-qualified for SBA for the right buyer.



Asking price: \$325,000
Pieper Stewart / 310-539-8300 / pieper@linkbusiness.com

Ref: LA3502

Fantastic Location Beach Store

SDE: N/A
Sales: N/A

LOCATION, LOCATION, LOCATION. This beach shop is in an extremely desirable location in a pier plaza with 25 surrounding restaurants. Located right on a busy board-walk of South Bay. The seller has owned and operated this shop for the past 10 years, and is sad let it go, must sell due to family responsibilities.



Asking price: \$250,000
Peng Guan / 310-539-8300 / peng@linkbusiness.com

Ref: LA3534

OB / GYN Practice for Sale in the South Bay

SDE: \$280,000
Sales: \$534,000

Established Solo OB/GYN practice collecting ~\$535,000 annually. Established for 32 years in a thriving south bay community. 1,200 square foot facilities equipped with modern equipment and technology. Located in a professional-medical building with two exam rooms, and other rooms for expansion.

Seller will assist new buyer with transition. Looking for a dedicated Obstetrician Gynecologist to take over well established, well managed, successful practice in South Bay.



Asking price: \$300,000
Ved Sajjani / 310-539-8300 ext. 212 / ved@linkbusiness.com

Ref: LA3566

60 Year Old Deli for Sale

SDE: N/A
Sales: \$94,000

This original San Fernando Valley Deli has won several awards in it's 60 Year history. Needs some TLC and an owner operator to focus on building sales. New lease to the buyer and 60 years of Goodwill. Make offer. Owners are looking to retire.



Asking price: \$250,000
Joe Khoury / 310-539-8300 / jfk@linkbusiness.com

Ref: LA3580

Leading Education Franchise in LA County

SDE: \$88,000
Sales: \$245,000

This is an international chain of year-round learning centers where children go to improve their math skills. This is a part time business for the owner and is still growing. All the franchise areas in LA are gone. This franchise is located in an upscale, affluent community in a high visible store front. Great training and support from the franchise company will ensure the continued success.



Asking price: \$275,000
Ron Hottes / 310-539-8300 / ron@linkbusiness.com

Ref: LA3611

28 Years Used Car Dealership

SDE: \$120,000
Sales: \$1,800,000

Pre-owned vehicles averaging 1-8 years old. Good location with great visibility and reputation. Large lot of 18,000 sq ft with 50-60 parking. Two offices, a small mechanic shop with a lift. Car repair and car detail in-house. The seller is a Chinese couple who started the business in 1986.

They want to see the business remain successful and they would like to work part time for the new owner.



Asking price: \$250,000
Peng Guan / 310-539-8300 / peng@linkbusiness.com

Ref: LA3608

Mediterranean Restaurant in Los Angeles County

SDE: \$140,000
Sales: \$504,000

Exceptional food, service and ambiance. Great Location in W SFV. Fully equipped Mediterranean Restaurant and wine bar located in a highly desirable shopping center. Family owned and operated with a very high net profit of over \$10,000 a month. Long-term lease in place. Sales steadily rising over the past 5 years of over \$500,000.



Asking price: \$275,000
Joe Khoury / 310-539-8300 / jfk@linkbusiness.com

Ref: LA3468

Businesses for sale - Los Angeles County

Asian Inspired Restaurant For Sale

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

The restaurant gets a good deal of lunch business from the large companies that are very close by. There is a very busy shopping center right cross the street with ample free parking. The current owner focused on updating a large portion of the kitchen and equipment during the past 4 years. They have very good reviews on Yelp and a strong local relationship.



Asking price: \$200,000
Peng Guan / 310-539-8300 / peng@linkbusiness.com

Ref: LA3503

Auto Repair Shop for Sale in the South Bay

SDE: \$100,000
Sales: \$300,000

Owner operated auto repair shop for sale! This business is located in a busy auto repair center in sunny Southern California.

This shop has built a very large loyal customer base over the years.

This shop comes equipped with two post lifts along with multiple tools and machines, most of which are very new, the seller said they are worth at least \$150,000.



Asking price: \$130,000
Peng Guan / 310-539-8300 / peng@linkbusiness.com

Ref: LA3504

Join the Revolution of Healthy Eating

SDE: \$95,000
Sales: \$500,000

Join the revolution of healthy eating. This establishment sells salads, wraps and paninis. Newly established in a very dense office park in LA County. Opportunity to grow in many areas. Payment terms for qualified parties.



Asking price: \$195,000
Joe Khoury / 310-539-8300 / jfk@linkbusiness.com

Ref: LA3484

Olive Oil and Balsamic Vinegar Company

SDE: N/A
Sales: \$140,000

Located in a very desirable location in West Hollywood the company imports fresh olive oil, technically a fruit juice, from both Northern and Southern Hemispheres to maintain a fresh product. This is not the case with other companies. In addition to walk-in customers, the business model supports a member-based structure for monthly shipments to customers and hosts parties and events for additional revenue.



Asking price: \$135,000
Sara Medley / 310-539-8300 ext.207 / sara@linkbusiness.com

Ref: LA3573

Heating and Air-conditioning Service Co

SDE: \$90,000
Sales: \$540,000

This business was established by present owner in 1989. Four employees. Four trucks. They only do residential work. Lots of referral business. Books are squeaky clean. Suitable for someone familiar or experienced in the industry. Seller is retiring.



Asking price: \$175,000
Ved Sajnani / 310-539-8300 ext. 212 / ved@linkbusiness.com

Ref: LA3477

Neighborhood Supermarket for Sale

SDE: \$45,000
Sales: \$245,000

Operating for 10 years, offering fair prices and good product selection. (beer & wine licence). Quality food and snacks, canned goods and drinks. Corner shopping center location high street traffic with a variety of businesses that attract local residents, in addition, public transit services.

Great landlord and lease terms for a qualified tenant. The owner wishes to retire.



Asking price: \$138,000
Peng Guan / 310-539-8300 / peng@linkbusiness.com

Ref: LA3602

Discount Shoe Store for Sale

SDE: \$80,000
Sales: \$420,000

- Prime location: Two main freeway intersections.
- Attractive plaza co-tenants
- \$65,000 median income with more than 25,000 household around 3 miles radius
- Surveillance camera
- All inventory worth around \$70,000



Asking price: \$170,000
Peng Guan / 310-539-8300 / peng@linkbusiness.com

Ref: LA3531

Local Coffee House in Los Angeles County for Sale

SDE: N/A
Sales: \$70,000

Once in a lifetime to own a water front coffee shop that serves locals and tourist. Hand crafted coffee the old fashioned way, hand pressed along with simple but great food offerings. Starting to create a loyal following. Long term lease with excellent visibility and location.



Asking price: \$150,000
Joe Khoury / 310-539-8300 / jfk@linkbusiness.com

Ref: LA3579

Businesses for sale - Los Angeles County

Long Established Liquor Store in Palos Verdes

SDE: \$80,000
Sales: \$247,000

This liquor store was established 43 years ago in beautiful and very affluent city of Palos Verdes. Turn key operation. Rent is only \$1,800 for a 1,500 sq. feet prime location. High margins. Walk in and internet sales and growing. Seller is retiring.



Asking price: \$125,000

Ref: LA3478

Ved Sajani / 310-539-8300 ext. 212 / ved@linkbusiness.com

5 Hours A Day Pizza Place

SDE: \$42,000
Sales: \$200,000

Located in a strip mall in North Hollywood. It is next door to a few well-established businesses, bar tending school, dry cleaner, and Seven-Eleven. Film studios such as Warner Brothers, Universal Studios, and NBC are all within delivery area.

They have served their community with the every best pizzas, salads, pastas, and wraps for three years and this pizza shop has been nominated the 2013 best restaurant by Los Angeles County Chamber of Commerce.

Asking price: \$85,000

Ref: LA3522

Pieper Stewart / 310-539-8300 / pieper@linkbusiness.com



Long Standing Hamburger Shop with Drive Thru

SDE: \$24,000
Sales: \$360,000

The present owner has owned it for the last 15 years. Business is surrounded by residential houses and apartments. It is easily accessible since it is near a freeway entrance and has a bus stop right in front. Lots of potential to increase sales with a fresh outlook on the establishment. Needs a new energetic owner. Perfect opportunity for a family owned and operated business.



Asking price: \$120,000

Ref: LA3529

Pieper Stewart / 310-539-8300 / pieper@linkbusiness.com

Well Established Auto Repair in S. Bay for Sale

SDE: \$64,968
Sales: \$480,501

A well established auto repair shop with a very attractive facility on the busiest street in South Bay has seven bays for high volume potential. The bays include two drive-thru oil change bays with pits, a smog bay, and four service bays.

It is located South of the 405 Freeway and feeds three major malls as well as four cities.

Asking price: \$105,000

Ref: LA3633

Roger Civaleri / 310-384-5665 / roger@linkbusiness.com



Absentee Owner Italian Food Pizzeria for Sale

SDE: \$55,000
Sales: \$300,000

The Italian restaurant has been around for more than 10 years. There is one full employee and one part time employee that have been working there for more than 6 years and are running the business. They do a lot of pizza deliveries for the for the business closeby, workers and residents. If you invest on this business, you don't need to put in a lot of your time and you will get a stable income. The seller is selling because they have a new born baby and plans to relocate.



Asking price: \$110,000

Ref: LA3623

Peng Guan / 310-539-8300 / peng@linkbusiness.com

Profitable Dry Cleaners in Upscale Beach Community

SDE: N/A
Sales: N/A

Established for 28 years at major high traffic intersection. Fully equipped plant well known for quality work and friendly service. Retail and wholesale growth potential with minimal advertising. Working couple would be an immediate profit boost. Delivery service offered with van included in sale. Owner is motivated to retire and will consider all reasonable offers.



Asking price: \$99,000

Ref: LA3512

Jeff Leyton / 310-539-8300 / jeff@linkbusiness.com

Neighborhood Auto Repair Shop for Sale

SDE: \$89,600
Sales: \$211,706

This turn-key auto repair center is located in the best part of San Gabriel Valley. The business is well known throughout the community and has many repeat loyal customers.

Owner and an experienced technician are working 6 days a week. Unit size: 2,600 sq ft. Rent: \$1,400/mo. All furniture, fixtures and equipment (\$31,000 acquisition value) including 3 electric car lifts (two Bent PAC & one Bishiamon) which are well maintained come with this business.



Asking price: \$105,000

Ref: LA3535

Nobuko Isoda / 310-408-5980 / nobuko@linkbusiness.com

Great Neighborhood Mini Mart Store with Lotto

SDE: \$36,000
Sales: \$250,000

This convenience store and mini-mart sells beer and wine along with several sundries and all lotto games.

Located in a shopping center with excellent street and foot traffic. Located in Northern Orange County.

Open seven days. In business for ten years. Owner moving, must sell!



Asking price: \$98,000

Ref: LA3499

Joe Khoury / 310-539-8300 / jfk@linkbusiness.com

Businesses for sale - Los Angeles County

Cookie Franchise for Sale

SDE: \$48,000
Sales: \$240,000

It is an easy-to operate, lucrative, franchise cookie business. The current owner has owned the business for 11 years and the owner desires to sell the business due to family responsibilities. This lucrative business is an easy, turnkey operation, perfect opportunity for someone who likes simple franchise operation and for those looking into E2 Visa opportunities. Do not pass up on this great opportunity. It is priced to sell!

Asking price: \$77,000

Susie Kang / 310-975-9492 / susie@linkbusiness.com



Ref: LA3432

Trophy and Engraving Business for Sale

SDE: N/A
Sales: \$72,000

Well known trophy and engraving business established for over 40 years. Orders have been from single piece buyers to large orders from teams and businesses. Has been employee operated for the past several years due to health reasons of owner. Has the equipment and inventory ready for a new owner/operator to step in and make it a successful business with a little marketing to local groups and businesses.

Asking price: \$55,000

Jeff Leyton / 310-539-8300 / jeff@linkbusiness.com



Ref: LA3629

Lets Party DJ Service for Sale

SDE: N/A
Sales: N/A

This is a great opportunity for someone who loves music. This easy to run DJ business was established in 1980 and is available. This business caters to their clients by matching the appropriate DJ and music style to their specific needs. Providing a stress free memorable fun experience for all.



Asking price: \$75,000

Sara Medley / 310-539-8300 ext. 207 / sara@linkbusiness.com

Ref: LA3508

Busy Neighborhood Discount Store

SDE: \$32,400
Sales: \$180,000

Busy neighborhood discount store opened only 1 year ago. Sales are increasing every month. It is located on a busy street, which is across a very popular Superior Supermarket. Within a 2 mile radius there are large apartment complexes. Add water machine, Lotto, copy machine, key copy machine, money gram and western union.

Asking price is \$60,000 including inventory of \$50,000. Absolutely beautiful inside and out.



Asking price: \$60,000

Pieper Stewart / 310-539-8300 / pieper@linkbusiness.com

Ref: LA3593

Neighborhood Market Meat Shop and Restaurant

SDE: \$30,000
Sales: \$118,000

Corner store location within walking distance to a major charter elementary school. Safe street with a variety of businesses that attract local residents. In addition, public transit services this area as well as plenty of street parking. Great landlord and lease terms for a qualified tenant. The family is pursuing a different venture. This is a great small business for an enterprising family looking for some extra income.



Asking price: \$75,000

Sara Medley / 310-539-8300 ext. 207 / sara@linkbusiness.com

Ref: LA3590

Unique Sauna/Spa Available in South Bay

SDE: \$15,000
Sales: \$91,091

Unique sauna/spa in the South Bay with the visibility and great location on a busy street. Low overhead and the income can be increased with the use of two spare rooms and some advertising.



Asking price: \$65,000

Sara Medley / 310-539-8300 ext. 207 / sara@linkbusiness.com

Ref: LA3496

Asian/Japanese Fast Food Restaurant for Sale

SDE: \$25,000
Sales: \$230,000

This famous fried chicken restaurant was established approximately thirty years ago. It has been serving same taste to the loyal customers even under the current absentee owner for 5 years.

No Beer & Wine licence.

Absentee owner (Doing another busy restaurant).

770 Sqft, 18 seating, Low rent.



Asking price: \$70,000

Nobuko Isoda / 310-408-5980 / nobuko@linkbusiness.com

Ref: LA3601

Five Day Lobby Snack Shop

SDE: \$43,000
Sales: \$107,000

This snack shop is located in a busy West L.A. high-rise building. This is the only retail shop in the building and it serves more than a thousand tenants that work in the building along with their guests.

This is a complete shop that has been painted and remodeled in the past year.

This shop is a 'turn-key' style operation and can be easily be ran by one person.



Asking price: \$69,000

Pieper Stewart / 310-539-8300 / pieper@linkbusiness.com

Ref: LA3505

Businesses for sale - Los Angeles County

Great Fabric Business for Sale

SDE: N/A
Sales: \$45,000

Established 3 years, offering fair prices, good product selection. Offering unique, quality fabrics and excellent customer service. Large inventory of first quality upholstery, drapery, apparel, and industrial fabrics. Longstanding relationships with vendors and mills allowing them the ability to supply the most hard-to-find fabrics at the lowest possible prices.

Great landlord and lease terms for a qualified tenant. The owner is looking to retire.



Asking price: \$50,000

Peng Guan / 310-539-8300 / peng@linkbusiness.com

Ref: LA3595

Ethiopian Restaurant for Sale

SDE: N/A
Sales: \$180,000

Great food! Ethiopian dishes are prepared with a distinctive variety of unique spices for an unforgettably striking dimension to exotic cookery. To help you make the best of choice for this truly different and exciting dining experience.



Asking price: \$75,000

Sara Medley / 310-539-8300 ext. 207 / sara@linkbusiness.com

Ref: LA3586

Japanese Restaurant with Great Location

SDE: \$20,000
Sales: \$350,000

Ramen restaurant located in a great location of South Bay paying low rent. Restaurant recently remodeled. Fully operational kitchen with fully trained Staff. Owner overseas says SELL!



Asking price: \$50,000

Joe Khoury / 310-539-8300 / jfk@linkbusiness.com

Ref: LA3533

Entertainment / Tour Business for Sale

SDE: N/A
Sales: N/A

This famous, creative bakery has been serving the Los Angeles County area with great tasting edible art for over 26 years. They offer a great selection of cake flavors and fillings. The master baker has been with the company for 22 years and there is a set team to work with. All equipment is owned free and clear and there is no debt attached to the business. The average cost per cake is roughly \$600 with lots of potential for growth. Landlord is aware of sale and willing to work with new buyer.



Asking price: \$150,000

Sara Medley / 310-539-8300 ext. 207 / sara@linkbusiness.com

Ref: LA3464

Smartphone Stand Business for Sale

SDE: N/A
Sales: N/A

Take anywhere mobile phone case. Manufacturer of a light, easy and durable way to protect and stand most iPhones. The Stand is a protective case with a built-in mobile stand. Simply pull the bracket arm to the angle desired, choose and set landscape or portrait position, and start using the iPhone screen on the stable stand.



Asking price: \$50,000

Ron Hottes / 310-539-8300 / ron@linkbusiness.com

Ref: LA3613

Custom Bus Manufacturer for Capital Expansion

SDE: N/A
Sales: \$4,000,000

This is a manufacturer focused in the design, manufacturing and marketing of custom buses and utility vehicles. Their products are powered by a wide selection of fuels including gasoline, propane, diesel, CNG, and electric.

The company was the innovative leader in the development of electric battery powered vehicles in the early 1990's.



Asking price: POA

Wen Chen-Karkhanis / 941-526-9920 / wen@linkbusiness.com

Ref: LA3549

Traditional Mexican and Italian Food

SDE: \$10,000
Sales: \$80,000

Los Angeles/Orange County operated for a year, offering fair prices, great Mexican and Italian food selection.

Busy street with an excellent variety of businesses adjacent to a major supermarket and facing a large shopping center that includes a Starbucks. This truly is a different and exciting business opportunity.

Training and support will be provided, reasonable and good lease.



Asking price: \$45,000

Jeff Leyton / 310-539-8300 / jeff@linkbusiness.com

Ref: LA3605

Party Supply Store for Sale in Los Angeles County

SDE: \$3,000
Sales: \$9,000

Excellent party supply store in Los Angeles County has been operated for 16 years. Offering fair prices and great party supplies selection. Original and unique shop in the area. Excellent customer service. Best and most commercially and strategically located. Busy street with a variety of businesses in a corner shopping center with parking. Well maintained and clean. Training and support will be provided. Reasonable and good lease.



Asking price: \$32,000

Jeff Leyton / 310-539-8300 / jeff@linkbusiness.com

Ref: LA3625

Businesses for sale - Los Angeles County

Staffing/Consulting Firm



SDE: \$289,220
Sales: \$2,909,823

Well established and positioned for growth, this boutique staffing/consultancy firm is currently embarking on a geographic expansion into several markets including Orange County, Los Angeles, and San Francisco. This evolution from start up to break through stage has allowed management to pursue additional market share through geographic expansion, alignment with VMS, MSP or public accounting firm platforms. Management has an interest in staying involved in the business and executing their blueprint for scaling operations with an acquirer that has the capital to expand. Gross revenues for 2012 were \$2,909,823 with just under \$300,000 in net income.

Asking price: \$825,000
Adam Gilman / 310-539-8300 / adam@linkbusiness.com

Ref: LA3538

Entertainment / Tour Business for Sale

SDE: \$70,000
Sales: \$270,635

Having fun at work? What better way to own a business that is fun and profitable. This is an 8 year old company that is highly rated for its customer service in the tour industry. Profitable and growing every year. Owner seeking to retire and move out of state. Priced at \$149,000 with vehicles.



Asking price: \$149,000
Joe Khoury / 310-539-8300 / jfk@linkbusiness.com

Ref: LA3594

Denny's Los Angeles County California

SDE: \$220,000
Sales: \$1,412,700

This 50 year old internationally known family restaurant has the history and reputation of great family values. The facility is well maintained and fully equipped. It is located in LA County in a very highly populated area. The location is a desirable market that can provide expansion potential. The franchisor will train and support the new owner.



Asking price: \$850,000
Joe Khoury / 310-539-8300 / jfk@linkbusiness.com

Ref: LA3571

High-End Shoe Store in Beach City Location

SDE: \$45,000
Sales: \$300,000

Beautiful shoes and chocolates. Located on a busy street in the heart of an upscale beach city with the highest per capita income on the coast. The store caters to the best demographics possible for a retail location.

The store has been absentee run for about four years and the sales reflect this. With a little effort and creativity a new owner could generate the maximum income that this location has the capacity to produce.



Asking price: \$195,000
Roger Civalieri / 310-384-5665 / roger@linkbusiness.com

Ref: LA3641

Local Coffee House in Los Angeles County for Sale

SDE: \$80,000
Sales: \$416,000

This great authentic neighborhood coffee shop has been around for over Five years and serves its community well. They developed a loyal clientele by differentiating themselves from the chains. They roast their own coffee and deliver to your car. This coffee house also roasts for wholesale. An additional simple food menu of Panini's and fresh baked goods creates more traffic during the day and other day parts. Great South Bay location with little to no competition in the area.



Asking price: \$250,000
Joe Khoury / 310-539-8300 / jfk@linkbusiness.com

Ref: LA3579

German Auto Repair Shop for Sale

SDE: N/A
Sales: \$755,334

Excellent auto repair opportunity in mid-town/west LA. You will not find a better facility than this one. After 40 years in business at this location, owner is retiring. Affluent clientele support this high end auto shop specializing in German luxury marks. Company has been consistently profitable every year to provide an excellent living for the new owner. Perfect second facility for existing repair business. Shop is 6500 sq ft with 5500 square feet in parking.



Asking price: \$650,000
Sara Medley / 310-539-8300 ext. 207 / sara@linkbusiness.com

Ref: LA3592

Cookie Franchise in LA County for Sale

SDE: \$75,000
Sales: \$230,000

Franchise cookie business for sale In LA! An easy-to-operate, lucrative, profitable cookie franchise business, with potential for additional growth with consistent, aggressive marketing activities. The owner desires to sell the business and retire. It is an easy, turnkey operation, perfect opportunity for someone who likes simple franchise operation and for those looking into E2 Visa opportunities.



Asking price: \$189,000
Susie Kang / 310-975-9492 / susie@linkbusiness.com

Ref: LA3407

Businesses for sale - Los Angeles County

Recession Proof Franchise Printing Business

SDE: \$149,597
Sales: \$481,063

This franchise printing, copying and graphic services company is located in a South Bay beach city and is well equipped with both technology and equipment to handle today's and tomorrow's customer demands. They have a loyal customer base that has been developed over the past 25 years, so much of their business is repeat customers.

Their copying capabilities come from the latest technology in copying machines - color, folding, compiling and stapling.

Asking price: \$450,000

Ron Hottes / 310-809-3137 / ron@linkbusiness.com



Ref: LA3488

100% Hand Car Wash with Add Ons

SDE: N/A
Sales: N/A

Come equipped with oil change services and a convenient store! The building and equipment are all in very good shape. They have permits for car wash, oil change, convenient store, cigarette and restaurant. Currently their average monthly sale is \$45,000. Has a lot of potential for growth.

They have contracts with the city police department and a big company which brings in stable income. This is an excellent owner/operator opportunity or those wishing to add to their portfolio.

Asking price: \$750,000

Peng Guan / 310-539-8300 / peng@Linkbusiness.com



Ref: LA3545

Embroidery Service Company for Sale

SDE: \$400,971
Sales: \$4,007,881

One of the Largest embroidery companies on the US West Coast presents an excellent investment opportunity in the garment industry.

Currently the Company provides 80% of its Embroidery and Embellishments services to several high-end Los Angeles and Southern California denim designer jean companies, including Guess, J Brand, Hudson Denim, Citizens for Humanity, 7 for All Mankind, and True Religion.

Asking price: \$900,000

Wen Chen-Karkhanis / 941-526-9920 / wen@linkbusiness.com



Ref: LA3591

Very Profitable Auto Repair Body Shop

SDE: \$107,158
Sales: \$470,896

Very profitable auto repair and auto body shop in West LA is priced to sell quickly!!! This is the best auto repair facilities that you will ever see in Los Angeles. From hybrids to high end, this auto repair and auto body shop provides the convenience of one stop solutions for their customers in a very desirable, easy access location, just off of Santa Monica Boulevard.

The spacious facilities (approximately 5500 sq. ft.) have a great landlord and an excellent lease.

Asking price: \$140,000

Roger Civaleri / 310-384-5665 / roger@linkbusiness.com



Ref: LA3543

Employee Run Dry Cleaner Agency Combo for Sale

SDE: \$271,000
Sales: \$858,000

The plant has been in existence for 25 years and has established a loyal clientele in this affluent community. The business has fully trained employees and a manager in place for a part time owner. This sale consist of one plant and one agency. Plant is located in Beverly Hills and the agency is close by in a high traffic location.

Asking price: \$890,000

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



Ref: LA3664

Kitchen Bathroom Remodeling Showroom

SDE: \$203,889
Sales: \$1,863,776

The showroom is conveniently located at the corner of major street intersections close to shopping complex and freeway. The building occupies 24,000 sq ft, including showroom, warehouse and office. Showroom contains sample rooms of high end bar, kitchen and bathroom, and also presents great in-store selection of flooring materials, wall coverings, cabinets, counter tops, bathroom and kitchen hardware.

Asking price: \$700,000

Wen Chen-Karkhanis / 941-526-9920 / wen@linkbusiness.com



Ref: LA3515

Asian Dry Food Store in Los Angeles County

SDE: \$60,000
Sales: \$240,000

Selling fine dry food, Chinese tradition medical herbs and some American nutrition products. The business has operated for 14 years. Same owner for the last 7 years. Owner is a traditional Chinese herbal medicine doctor.

This type of business needs someone who knows Chinese tradition herb medicine. The seller can stay as a traditional herbal consultant to help the new owner for a few months.

Asking price: \$40,000

Ved Sajjani / 310-539-8300 ext. 212 / ved@linkbusiness.com



Ref: LA3480

Pet Supply Grooming Business

SDE: N/A
Sales: \$709,718

Well established pet supply and grooming business available in Los Angeles with a large loyal clientele. Located on the corner of a busy intersection with plenty of street parking available. Knowledgeable, friendly and well trained employees. All natural and holistic food and pet supplies. Ideal business for pet lovers.

Asking price: \$700,000

Sara Medley / 310-539-8300 ext. 207 / sara@linkbusiness.com



Ref: LA3446

Businesses for sale - Northern California / Orange County

Chinese Restaurant Near Hearst Castle - North Bay

SDE: \$150,000

Sales: \$550,000

This is the only Chinese restaurant in this small central coast town. People come here for a nice dinner. Receiving very good reviews on Yelp. Monthly sales are around \$47,000. Cost of goods is 25%. Rent is \$5,800 a month. Payroll is \$13,000. The current owner is a Chinese couple who both work in the business. They claim with their own salary and tips they can make \$200,000 a year.



Asking price: \$210,000

Ref: LA3528

Peng Guan / 310-539-8300 / peng@linkbusiness.com

Growing Plus Size Apparel Company Partnership

SDE: N/A

Sales: N/A

Northern California - This is a great opportunity to become part of a fast growing plus sized apparel business with a variety of figure flattering clothing and accessory options. The seller is looking for a partner at 51% to help grow and expand this online business.



Asking price: \$180,000

Ref: LA3546

Sara Medley / 310-539-8300 ext. 207 / sara@linkbusiness.com

Bistro Style Coffee and Tea Business in the OC

SDE: \$26,605

Sales: \$141,201

Established over four years ago, this eclectic and bistro style restaurant is a town favorite. The restaurant is approximately 800 square feet and seats 31 guests. The rent is 2,200 a month including common area charges. The owners have just finished negotiating a 5 year lease with a 5 year option.

The restaurant is currently open for breakfast and lunch and only open 5 days a week.



Asking price: \$99,000

Ref: LA3551

Adam Gilman / 310-539-8300 / adam@linkbusiness.com

E-Commerce Yacht Apparel Accessories Business

SDE: N/A

Sales: \$102,000

Turnkey E-Commerce Business selling high end branded racing apparel for men, women, and teams around the world. Designed for sailboat owners and crews. Owner is looking to sell or for a strategic partner as an investor to maximize growth.



Asking price: \$350,000

Ref: LA3156

Tom Burns / 949-280-4272 / tom@linkbusiness.com

Chinese Buffet Restaurant in Northern California



SDE: \$180,000

Sales: \$1,440,000

This is an absolutely gorgeous and highly profitable Chinese buffet restaurant in Madera. It is a 8,000 sq. feet facility with a seating capacity of 250. Reasonable rent. \$120,000 monthly sales and \$15,000 monthly net. Fully equipped kitchen. They also do party trays.

Asking price: \$250,000

Ref: LA3479

Peng Guan / 310-539-8300 / peng@linkbusiness.com

North California Home Cleaning Business for Sale



SDE: \$26,605

Sales: \$141,201

This award winning home cleaning business in the Green Business has set the trend by receiving four (4) straight years for Angie's list awards for Super Service Award, in addition to be Green Certified and BBB, CA Green Clean Excellence, Green America Approved Business and more. This company was set up to begin Franchising last year until the owner's health issues interfered and the plan and was put on hold. Now the owners are retiring and creating an opportunity for growth.

Asking price: \$250,000

Ref: LA3576

Joe Khoury / 310-539-8300 / jfk@linkbusiness.com

Businesses for sale - Orange County

High-end Cabling Wiring Installation

SDE: \$150,000
Sales: \$456,000

For sale a 12 year old cabling and wiring installation and repair business. This is an excellent opportunity to branch out into something new or to add low voltage/fiber optic capabilities to your existing business. This establishment currently services both Orange County and Los Angeles County. Test equipment, tools and inventory are all included in the sale of this business.



Asking price: \$135,000
Sara Medley / 310-539-8300 ext. 207 / sara@linkbusiness.com

Ref: LA3525

M-F Sandwich Shop

SDE: N/A
Sales: \$85,000

M-F Sandwich Shop - fully equipped with patio. Located directly in front of a Business Park on a busy street. Owner could increase sales by operating on weekends. Can easily be converted to other cuisine such as Teriyaki, Sushi or Mexican.



Asking price: \$55,000
Pieper Stewart / 310-539-8300 / pieper@linkbusiness.com

Ref: LA3344

Liquor Store with Growth Potential

SDE: \$50,000
Sales: \$384,000

Priced to sell!!! This is an established liquor store in Huntington Beach. Located in a safe neighborhood on a major street with a lot of drive-by exposure. Great potential to increase sales by adding lottery and check cashing.



Asking price: \$129,000
Pieper Stewart / 310-539-8300 / pieper@linkbusiness.com

Ref: LA3474

Frozen Yogurt Franchise for Sale

SDE: \$30,000
Sales: \$300,000

Franchise frozen yogurt business for sale in South Orange County! This full service yogurt shop is located in a very affluent location of beautiful Orange County. Very near a major busy intersection. No royalty fees but a monthly license/franchise fee of \$1,000! The terms of the license/franchise is Evergreen. Priced to sell!



Asking price: \$65,000
Susie Kang / 310-975-9492 / susie@linkbusiness.com

Ref: LA3562

5 Day Cafe in Beautiful Southern Orange County



SDE: \$27,259
Sales: \$143,596

Serving breakfast and lunch in one of the most desirable areas of OC with state of the art fixture, furniture, and equipment! The business serves the local surrounding areas catering to its well-known business and commercial establishments with their variety of menu selections. This business has been established for more than 20 years without any competition in the area.

This is a turnkey operation.

Asking price: \$99,000
Susie Kang / 310-975-9492 / susie@linkbusiness.com

Ref: LA3616

Flower Shop in Beach Community A MUST See

SDE: N/A
Sales: N/A

The shop is located in the heart of a beautiful beach community, surrounded by lots of other attractive shops and restaurants. A large window front is facing the main downtown street with lots of foot traffic. Constant care and excellent customer service has resulted in a large repeating customer base.

Current owners are offering adequate training for new owner to make sure there will be a smooth transition.



Asking price: \$75,000
Ved Sajjani / 310-539-8300 ext. 212 / ved@linkbusiness.com

Ref: LA3471

Best Mexican Food Restaurant Business for Sale

SDE: N/A
Sales: \$210,000

Los Angeles/Orange County operated for a year, offering fair prices, great Mexican food selection. Original and unique flavor and selection of top-notch ingredients and supplies, excellent customer service. Safe street with a variety of businesses that attract local residents, in addition, public transit services, plenty of parking.

The owner is looking to retire due to unfortunate health reasons.



Asking price: \$75,000
Peng Guan / 310-539-8300 / peng@linkbusiness.com

Ref: LA3597

5 Days Cafe in High Rise Office in Orange County



SDE: \$185,762

Sales: \$552,304

Serving breakfast and lunch in one of the most desirable locations in Orange County off the 405 fwy, with state of the art fixture, furniture, and equipments. The business serves the local surrounding areas catering to its well-known business and commercial establishments with their specialty menu.

This is a turnkey operation, perfect opportunity for someone who will enjoy a 5 day week business for 7 days a week sales and net income!

Asking price: \$560,000

Susie Kang / 310-975-9492 / susie@linkbusiness.com

Ref: LA3524

Fabrics Home Decor Business for Sale



SDE: \$86,953

Sales: \$454,971

The number one resource for designer drapery and upholstery fabrics. After 30 years of being the fabric mecca for interior designers and do-it-yourselfers, seller is retiring and selling this well known business while it is in full swing. From concept to completion this business provides full contracting services with top quality textiles found in most home decor magazines.

Asking price: \$400,000

Tom Burns / 949-280-4272 / tom@linkbusiness.com

Ref: LA3575

Famous Ice Cream Smoothie Franchise

SDE: N/A

Sales: \$225,936

Famousice Cream fruit juice and smoothie franchise is for sale in beautiful Orange County. Absentee ownership. Established 2012 in one of the most desirable locations, with sales of around \$226,000. It is an easy-to-operate, lucrative, franchise turnkey operation, perfect opportunity for someone who wants a simple franchise operation. Could be right for someone looking into E2 Visa opportunities. Priced to sell!



Asking price: \$50,000

Susie Kang / 310-975-9492 / susie@linkbusiness.com

Ref: LA3637

Chinese Fast Food In A Prime Location

SDE: N/A

Sales: N/A

Great opportunity for a family-run business, prime location, fully equipped, high traffic, located in a busy shopping center with major discount stores and retail businesses in Costa Mesa.



Asking price: \$129,000

Pieper Stewart / 310-539-8300 / pieper@linkbusiness.com

Ref: LA3435

Busy Photo Shop Studio for Sale

SDE: \$120,000

Sales: \$190,000

UNBELIEVABLE photo shop and studio located in an upscaled shopping center in Orange County.

Includes digital printing, video duplication, custom framing, canvas picture (like oil painting, impasto, pop art) printing on gift items ie: t-shirts, mugs, metal and wood, picture restoration, coffee table book and more...

Current owner is contracted to 20 schools for school printing.



Asking price: \$230,000

Pieper Stewart / 310-539-8300 / pieper@linkbusiness.com

Ref: LA3363

Coin Laundry in Orange County for Sale

SDE: \$45,000

Sales: \$195,700

This well established Coin Laundry in Orange County is located in a shopping center. It has lots of loyal customers and sizeable % of customers are walk-ins. Large hispanic market is coming in right next door. No vending machine currently, high employee utilization-has room for reduction. Very safe neighborhood-no issues in the past seven years of ownership.



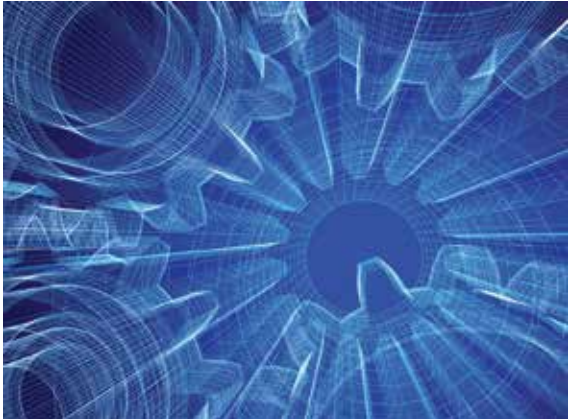
Asking price: \$230,000

Pieper Stewart / 310-539-8300 / pieper@linkbusiness.com

Ref: LA3624

Businesses for sale - Orange County

Component Distributor Business



SDE: \$100,000
Sales: \$300,000

This is a broad-line electronic component distributor. With 15 years of combined experience in the industry, they support everything from commodity items to hard-to-find and obsolete product.

They have a very sound customer base and they are qualified vendor for some very famous companies and also an approved buyer for tier one suppliers on net-30 basis.

Asking price: \$800,000
Peng Guan / 310-539-8300 / peng@linkbusiness.com

Ref: LA3540

Established Profitable Pool Spa Business



SDE: \$179,054
Sales: \$1,105,091

Long established pool & spa designer builder for sale. Since 1948, this business is located on the border of LA and Orange counties and serves the surrounding communities with a legacy of quality work and great customer service. The business has low overhead and consistent earnings year after year. Owner is willing to stay and drive sales for Buyer.

Asking price: \$350,000
Sara Medley / 310-539-8300 ext. 207 / sara@linkbusiness.com

Ref: LA3476

High End Boutique Salon in Beach Community

SDE: \$85,000
Sales: \$365,573

A prestigious Kerastase certified salon for over 10 years. This famous salon has established clientele and is located next to exciting restaurants and retail stores just a short walk to the beach. Services include haircut, color, highlights, Balyage, corrective color, hair extensions, conditioning treatments, Keratin smoothing treatments, Men's relaxers, wedding and special event hair.



Asking price: \$350,000
Tom Burns / 949-280-4272 / tom@linkbusiness.com

Ref: LA3636

Quality Thermal Application

SDE: \$100,000
Sales: \$216,000

Established in 1980, this is a full-service company specializing in printed circuit board heat sink manufacturing and lamination.

They have full in-house tool and die support capabilities. They also have two almost brand new CNC machines that provide close tolerance parts to comply with rapid delivery requirements.



Asking price: \$350,000
Peng Guan / 310-539-8300 / peng@linkbusiness.com

Ref: LA3542

Free Standing Hamburger Drive Thru

SDE: \$90,000
Sales: \$500,000

This free standing hamburger shop with drive-thru is located on busy street in the mixed area of business and residence. Established 27 years ago, excellent reputation in the area for quality product. Very clean and professionally maintained. Owner is very motivated to sell.



Asking price: \$290,000
Pieper Stewart / 310-539-8300 / pieper@linkbusiness.com

Ref: LA3384

Italian Restaurant with Liquor License for Sale

SDE: \$81,535
Sales: \$988,000

Located in the heart of Orange County, this 2,500 square foot casual dining Italian restaurant has consistently done well. All of the furniture, fixtures, and equipment, inventory and the 47 full liquor license are included in the sale. Restaurant was established over 10 years ago and is still in immaculate condition. The owner works full time and there are 25 part time employees and two full time employees.



Asking price: \$250,000
Adam Gilman / 310-539-8300 / adam@linkbusiness.com

Ref: LA3578

Businesses for sale - Southern California

Hosiery Import and Distribution



SDE: \$475,000
Sales: \$5,600,000

This is a very well-run import and distribution company in the South bay area. Established for 20 years and under same ownership. They import hosiery from China. They have 2 large customers that account for 75% of the business. Sales are up from about \$4 million in 2009 to over \$5.5 million in 2011 and the company is still growing.

Seller is retiring. Tremendous potential for a younger buyer with some energy.

Asking price: \$650,000

Ref: LA3381

Ved Sajnani / 310-539-8300 ext. 212 / ved@linkbusiness.com

Coin Laundry in San Bernardino County for Sale



SDE: \$26,400
Sales: \$72,000

This neighborhood coin laundry located in shopping center is in San Bernardino. All machines are very much new only 5 years old. A lot of apartments within walking distance. Business hours 7am-8pm, needs to be extended to 5am-9pm.

Needs new energy to take it to next level. Seller is very motivated to sell due to living too far away from the business.

Asking price: \$130,000

Ref: LA3397

Pieper Stewart / 310-539-8300 / pieper@linkbusiness.com

Hispanic Supermarket For Sale

SDE: \$180,000
Sales: \$1,440,000

It is located in a highly populated neighborhood in the San Gabriel area. This business has been established for more than 30 years. The market sells groceries, produce, fresh meat, beer/wine, dollar store products, beverages and lotto. The business also attracts customers for services such as check cashing, money transfer, bill pay, ATM, water and money orders.



Asking price: \$480,000

Ref: LA3520

Peng Guan / 310-539-8300 / peng@linkbusiness.com

Importer and Wholesale Distributor of Home Goods

SDE: \$450,000
Sales: \$2,000,000

This business imports window curtains, shower curtains, bath mats, towels, bed sheet sets, kitchen aprons, table cloths etc. from China. They have over 300 wholesale and retail clients. Established in 2005. Sales have been going up every year since they started the business, Sales were up even during recession years. 2012 sales are up by 20% over last year. \$600,000 worth of good inventory is included in the asking price.



Asking price: \$500,000

Ref: LA3430

Ved Sajnani / 310-539-8300 ext. 212 / ved@linkbusiness.com

Top Catering Business for Sale in S California

SDE: \$228,748
Sales: \$657,696

Catering business for sale in beautiful southern California! This famous catering business is the premier provider in the greater Los Angeles and Orange County areas, and its kitchen and office is located near the beach in the South Bay area. Founded in 2005, it has enjoyed steady growth over the past 9 years.



Asking price: \$300,000

Ref: LA3614

Susie Kang / 310-975-9492 / susie@linkbusiness.com

Unique Sushi Restaurant for Sale

SDE: N/A
Sales: N/A

This sushi restaurant and bar is located on Santa Monica Blvd in wonderful West Hollywood. Fully equipped with all furniture, fixtures, equipment and beer & wine license. ABC Hard Liquor 47 license is available to purchase separately. Neighboring business include: 24 hour fitness, Trader Joes, Ramada Hotel. Close to Pacific Design Center, and The Grove shopping malls. Price is \$225,000 or best offer!



Asking price: \$225,000

Ref: LA3461

Nobuko Isoda / 310-408-5980 / nobuko@linkbusiness.com

Businesses for sale - Southern California

Great Deal on High Traffic Spa - Orange County

SDE: N/A
Sales: N/A

This state of the art salon offers the best in service and technology in a comfortable and relaxing environment. Centrally located in a large shopping destination with a unique blend of surrounding specialty retailers and restaurants. Owners will carry with 50% down.



Asking price: \$45,000
Sara Medley / 310-539-8300 ext. 207 / sara@linkbusiness.com

Ref: LA3598

Pizza Place for Sale - San Bernardino County

SDE: N/A
Sales: N/A

Previously a Papa Johns Location. This facility in Montclair has great street visibility and comes with a fully equipped pizza/Italian restaurant in a great trade area. Asset sale of over \$100,000 of equipment for only \$39,000. Good long term lease in a neighborhood shopping center with a good tenant mix. Needs a day to day operator to grow the business. Includes the website and all the business assets.



Asking price: \$39,000
Joe Khoury / 310-539-8300 / jfk@linkbusiness.com

Ref: LA3550

Chinese Fast Food in Busy Shopping Center - Riverside County

SDE: N/A
Sales: N/A

This Chinese fast food restaurant has been established for over 12 years. Its located in Riverside and is part of a very busy Albertsons shopping center, which is 95% occupied. The plaza is located next to a residential area which is home to a few schools.

Completely remodeled in March of this year. Ample seating area with 22 seats. Absolutely beautiful inside and out. Plenty of parking and easily accessible off of the 91 Freeway.



Asking price: \$125,000
Pieper Stewart / 310-539-8300 / pieper@linkbusiness.com

Ref: LA3560

Creative Search Engine and Marketing Services - San Diego County

SDE: \$89,786
Sales: \$308,294

Manages small to mid size market and focuses on search engine marketing with strength in two areas: Pay-per-click (PPC) advertising campaigns for Google Adwords, MSN adCenter and Yahoo Search Marketing, and organic search engine optimization, employing white hat techniques and Position Eyes system.

Currently the Company has 10 clients and with more effort and investment in marketing and business development, the business is expected to grow proportionally.



Asking price: \$120,000
Wen Chen-Karkhanis / 941-526-9920 / wen@linkbusiness.com

Ref: LA3537

Veterinary Practice in the San Bernardino area

SDE: \$117,000
Sales: \$475,000

Prime location. This animal hospital was established 12 years ago. Very nice and clean 2,900 sq. feet facility. Annual sales is over \$475,000. Fully equipped. Two exam rooms. Lots of room. Plenty of parking. Open Monday to Friday 7:30 am to 4:30 pm and open every other Saturday. Potential to grow.



Asking price: \$250,000
Ved Sajnani / 310-539-8300 ext. 212 / ved@linkbusiness.com

Ref: LA3457

Magnificent Bridal Shop for Sale - San Bernardino County

SDE: N/A
Sales: \$140,000

This business has been operated for 16 years. They offer excellent prices, great gowns and accessories. Original and unique selection of top-notch bridal gowns, bridesmaid dresses, tuxedos, flower girls, prom dresses, evening gowns, accessories, veils and much more!

Training and support will be provided, reasonable landlord and excellent rental fee.



Asking price: \$130,000
Jeff Leyton / 310-539-8300 / jeff@linkbusiness.com

Ref: LA3631

Job Search Consulting Company in San Diego



SDE: N/A
Sales: N/A

This job search company provides consulting service for a fee to individual degree professionals for positions in management. From the President/CEO to Vice Presidents, Directors, Scientists, Engineers, Accountants, CFO's, Controllers, Sales and Marketing professionals, Project Managers etc.

This business needs an energetic professional to buy this business and work the existing client base to take the company to next level.

Asking price: \$165,000
Ved Sajnani / 310-539-8300 ext. 212 / ved@linkbusiness.com

Ref:

Franchise Bakery for Sale in Beautiful San Diego

SDE: \$87,000
Sales: \$295,000

Franchise bakery for sale in beautiful San Diego! This famous franchise bakery is located in one of the busiest centers in San Diego with major anchor tenants and ample parking. This area is a tourist destination with out of town and local demographic mixtures. An easy, turnkey operation, perfect opportunity for someone who likes simple franchise operation and for those looking into E2 Visa opportunities.



Asking price: \$179,000

Ref: LA3565

Susie Kang / 310-975-9492 / susie@linkbusiness.com

Liquor Store-Priced for a Quick Sale

MUST SEE!!!

Long Established Liquor Store located in upscale Commercial Retail Center in Orange County.

After 20 year operation, Owner selling and will carry \$45,000. Submit ALL Offers, Priced for a QUICK Sale!



Asking price: \$125,000

Ref: LA3370

Pieper Stewart / 310-539-8300 / pieper@linkbusiness.com

Medical Break Thru in Southern California for Sale

SDE: N/A
Sales: \$821,487

This is an explosive growth opportunity to be involved in one of the leading revolution in medicine of the 21st century. Must be a qualified investor with proof of funds to review this opportunity along with the NDA. Buyers must complete qualification questionnaire.



Asking price: POA

Ref: LA3577

Joe Khoury / 310-539-8300 / jfk@linkbusiness.com

Franchised Full Service Yogurt Shop - Ventura County

SDE: \$75,000
Sales: \$384,000

Five yogurt shops located in four different cities in affluent neighborhoods. Established over 10 years. Absentee owner. Income from each store varies between \$30,000 to \$70,000. Seller will sell them all together or separately. Asking price for stores ranges from \$60,000 to \$150,000. Plenty of room for growth



Asking price: \$150,000

Ref: LA3440

Ved Sajjani / 310-539-8300 ext. 212 / ved@linkbusiness.com

Top Franchise Sandwich Businesses For Sale in LA



SDE: \$304,295
Sales: \$228,348

Absentee ownership with annual sales at \$2,228,348+ and seller's discretionary earnings at \$304,295+. This franchise is based on a simple, creative ordering system and customizable sandwiches based on more than 50 varieties of selections. It is a lucrative, profitable franchise sandwich business, with potential for additional growth with consistent, aggressive marketing and catering activities, with owner operator.

Turnkey operation, perfect opportunity for someone who likes simple franchise operation and for those looking into E2 Visa opportunities, who have experience in food retail businesses with good financial qualifications and fluent English speaking skills.

Asking price: \$975,000

Ref: LA3651

Susie Kang / 310-975-9492 / susie@linkbusiness.com

Vending Route Franchise South Bay area

SDE: \$90,000
Sales: \$324,000

Southern California's leader in the Vending Machine Industry has a franchise opportunity available in South bay area including Palos Verdes and Torrance. The route consists of 20 locations with 70 machines of snack, soda and food. The Franchise offers service, repair as well as training and support. The route is only 5 miles and the beauty is that a new buyer can work on their own schedule. The sales are verifiable and the accounts are secure through the franchise.



Asking price: \$320,000

Ref: LA3666

Peng Guan / 310-539-8300 / peng@linkbusiness.com

Semi/Absentee Franchise Bakery for Sale - Ventura County

SDE: \$39,688
Sales: \$238,080

It is an easy-to-operate, lucrative, profitable franchise bakery business, with potential for growth with consistent, aggressive marketing activities and full time working owner.

The business has good employees with low turn over rate, and has had 2 main employees since its establishment in 2005. Perfect opportunity for someone who likes simple franchise operation and for those looking into E2 Visa opportunities.



Asking price: \$130,000

Ref: LA3622

Susie Kang / 310-975-9492 / susie@linkbusiness.com

Businesses for sale - Southern California

Limousine Company in Orange County CA for Sale



SDE: \$264,000
Sales: \$1,062,000

This is an established limousine company going concern. The current owner has been involved in the business for more than 15 years and built up a solid business model based on a target market.

14 employees are all well trained and their quality of hospitality is one of a kind.

This business is relocatable. Owner will provide support to make the transition as smooth as possible.

Asking price: \$680,000

Ref: LA3574

Nobuko Isoda / 310-408-5980 / nobuko@linkbusiness.com

All Natural Clothing Brand

SDE: N/A
Sales: \$141,000

This is a distinctive line of West Coast inspired clothing and accessories, well suited for a diverse culture. It was established in 1998 and promotes modern efficient living. Functional fabrics are stylishly designed into garments which provide a casual sophistication while inspiring movement.



Asking price: \$250,000

Ref: LA3660

Sara Medley / 310-539-8300 x207 / sara@linkbusiness.com

Cookie Franchise for Sale in Orange County Area

SDE: \$18,270
Sales: \$254,415

Franchise cookie business for sale in Orange County! It is an easy-to-operate franchise cookie business, with potential for additional growth with consistent, aggressive marketing activities. Asset sale, perfect opportunity for someone who likes simple franchise operation & for those looking into E2 Visa opportunities.



Asking price: \$25,000

Ref: LA3458

Susie Kang / 310-975-9492 / susie@linkbusiness.com

Drinking Water Store in Orange County for Sale

SDE: N/A
Sales: N/A

Drinking water store located in Orange County for sale! Business has complete purifying water system. Ideal for a family to run.



Asking price: \$60,000

Ref: LA3352

Pieper Stewart / 310-539-8300 / pieper@linkbusiness.com

Retail Deli Sandwich Shop in South Bay

SDE: \$30,000
Sales: \$255,000

Deli Sandwich retail business For Sale In The South Bay Area! Established & serving the neighborhood for 24 years in a busy shopping center location & neighborhood near the beach. This lucrative Deli Style Sandwich shop is an easy to run, turnkey operation with limited competition in the area. Perfect business opportunity for someone who is looking to run and grow the business, and for those looking into E2-Visa opportunities.



Asking price: \$55,000

Ref: LA3409

Susie Kang / (310) 975-9492 / susie@linkbusiness.com

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Popular Massage Spa Franchise Opportunity



SDE: N/A
Sales: N/A

This is a great opportunity to start your own profitable business in an industry which is currently experiencing a growth rate of an estimated 56% per year.

Benefits of this Massage Service & Spa Franchise Opportunity are:

- Low initial investment
- Efficient footprint
- Retail component, minimal inventory
- Environmentally conscious company
- Therapist-friendly, ergonomic workplace
- Residual income. Multiple revenue streams
- Non-seasonal customer base

Opportunities are available in Orange County, Los Angeles County, and Riverside County.

Asking price: POA

Ref: LA3558

Susie Kang / 310-975-9492 / susie@linkbusiness.com

#1 Cleaning Restoration Franchises Available



SDE: N/A
Sales: N/A

Start up opportunities available in St. Louis area and outstate Missouri. This 40+ year old franchise was ranked #1 in the Restoration Services Category and #28 in the Franchise 500 by Entrepreneur magazine. Fire and water losses happen daily when a toilet overflows, pipes burst, a small fire starts in the kitchen, etc... Owners will help families and businesses get their lives back together with fire and water restoration, mold remediation, deodorization as well as residential and commercial cleaning services.

Asking price: \$89,000

Ref: LA15001

Julie Pumfrey / 636-208-0753 / julie@linkbusiness.com

Medical Staffing Business for Sale



SDE: N/A
Sales: N/A

Make over \$50,000 per year running your own medical staffing business. One of the most successful franchises in the US is seeking a new, motivated owner to take over and grow this business. Business currently does no marketing or advertising and exists only on referrals from franchisor, so there is a great potential for growth.

Asking price: \$120,000

Ref: LA15012

Julie Pumfrey / 636-208-0753 / julie@linkbusiness.com

Custom Home Storage Design Installation - Missouri

SDE: N/A
Sales: N/A

Largest custom storage franchise in the world and most recognized brand in category. Company offers a full-line of storage solutions for every space in the home, ranging from its signature and custom designed closets to home offices, entertainment centers, pantries and garages. There are no franchises in St. Louis area, so would be new to area.



Asking price: \$70,000

Ref: LA15003

Julie Pumfrey / 636-208-0753 / julie@linkbusiness.com

PRICE REDUCED on Locksmith and Door Service Co - Missouri

SDE: \$26,000
Sales: \$66,000

Owner needs to sell quickly as he will be unable to run this business much longer, so he has reduced price and would also be willing to consider all reasonable offers.

All equipment is in good working condition and business is highly regarded in the greater Saint Louis and surrounding area. The owner is willing to finance the business and is committed to ensuring a successful transition for the new owner.



Asking price: \$29,900

Ref: LA15014

Julie Pumfrey / 636-208-0753 / julie@linkbusiness.com

How much is your business worth?

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Establishing the true value of any business is a complex process where financial performance is considered in context with many other, more subjective factors.

Identifying and quantifying these factors can have a significant impact on buyer appeal, greatly affecting the final sale price.

Valuing your business is just one area where LINK can provide sound, professional advice based on long experience.

It's all set out in the LINK guide to managing the sale of your business.

Compiled by industry experts in business sales, this guide provides a comprehensive overview of all steps involved in selling a business, from preparing to sell through closing the sale.

It gives insights on how you can manage the process in a planned, orderly manner, ensuring that uncertainty is avoided and the best price is achieved.

For your FREE guide, or a confidential appraisal of your business, call 310-539-8300



The authority on selling businesses

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