



The authority on selling businesses

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Buying a Business? Do Your Homework.

What to ask when buying a business

You are ready to buy a business - but have you done your homework? You wouldn't rush into buying a house without having it inspected. The same goes for buying a business. Don't rush into it without making sure you have all of your questions answered.

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

Inspiring entrepreneurs ask several questions when purchasing a business:

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

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

Ron Hottes
Principal
LINK United States

Businesses for Sale

[Profitable Executive Suite](#)

Professional Executive Suite business located in the heart of North

Business for Sale



Price: \$275,000
Location: North Texas

Dallas is for Sale! This Executive Suite Business is independently owned and operated since 2010! The space consists of fifty-five (55) executive suites, two (2) conference rooms, one break room and access to printing and mailing for their clients. All professional furniture is provided!

Broker: [Tom Diedrich](#)
Mobile: (214) 316-5882

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Commercial & Residential Flooring Companies for Sale



Price: \$499,000
Location: North Texas

Very unique opportunity to buy two companies from one owner that caters to two separate markets in the flooring industry. Two companies started in 2011 and work out of the same showroom location for all flooring needs, hardwoods, carpet, tile and more. One company serves the commercial sector for the flooring industry and the other company serves the residential flooring sector.

Broker: [Tom Diedrich](#)
Mobile: (214) 316-5882

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Profitable Restaurant Equipment and Restoration and Sale Business



Price: \$10,000,000
Location: Bergen, NJ

Prime Location Restaurant Equipment Business For Sale. New and Used Wholesale & Restaurant Equipment.

- Cooking, Refrigeration, Food Prep, Countertop, Beverage, Washware, Tables, Pizza/ Bakers. All major brands
- New and used restaurant equipment
- Growing niche in the commercial food service industry
- Excellent Highly Visible Location on Busy Main Road
- Motivated Seller

Broker: [Kingsley Allison](#)
Mobile: (845) 500-6393

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Boutique Fitness Gym Seeks New Owner AZ



Price: \$93,000
Location: Arizona

Thinking about starting a fitness or trainers gym in the East Valley? Significantly less expensive than starting up a new location, you are set with trainers paying rent day one! Not looking for personal training location? Ideal for small boutique fitness gym. Amenities include full gym, shower, additional rooms for offices, massage, nutrition, etc.

Broker: [Lisa Riley](#)
Mobile: (480) 686-9031

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Well Established Profitable Marine Engine Value Added Distributor



Price: \$800,000
Location: North Carolina

Established more than 20 years ago, this is a turn key engine and parts distributor for marine engines and is located near the coast of North Carolina. Worldwide client base and growing sales. Most engines and parts ship to customers and the customer installs.

Owner financing available to qualified buyers. Land and building is available for lease or purchase.

Broker: [Joe Matz](#)
Mobile: (910) 502-0568

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Profitable General Contractor Doing Custom Residential and Commercial Construction



Established but still growing business, aligned with the significant market demand for both new construction and remodeling in the NC triangle. Company provides suburban new home construction, home renovation, and remodeling projects as well as manage design and planning elements. The company is a respected and established player in the industry, and the seller is committed to a successful transition.

Broker: [Carter Chill](#)
Mobile: (919) 525-4477

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Price: \$750,000
Location: North Carolina, Triangle Area

Top Tier Los Angeles Fitness Facility



The gym is strategically located in one of the most affluent communities in Los Angeles. Clients include athletes of all ages, including amateur and pro clientele. 10,820 SF state of the art facility offers sport specific group and private training by some of the most reputable trainers in the business. Heavy pedestrian and drive by traffic, easy freeway access and valet parking included.

Broker: [Adam Gilman](#)
Mobile: (858) 449-9996

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Price: Refer to Broker
Location: Los Angeles, CA

OWN Your Neighborhood Mail, Printing, and Shipping Center!!



Business located in a high traffic, highly visible area of metro St. Louis. Consistently profitable, low labor costs, with desirable hours of operation. Peak sales December 1-Jan 15, then consistent through the balance of the year. This printing, packaging, and shipping center has a loyal customer base. Strong candidate for SBA financing. Seller is prepared to offer 50 hours of training.

Broker: [Keith Carver](#)
Mobile: (314) 852-7600

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Price: \$265,000
Location: St. Louis

Commercial and Residential Building Component Manufacturer



Established Building Component Manufacturer of products useful with the construction of the commercial buildings, traditional residential homes, log homes and commercial and residential timber frame buildings. Leading innovator of using technology to offer efficiency in the fabrication and installation. Operates out of a single convenient, location in the mid-west and presently services clients from all parts of the nation.

Broker: [Julie Pumfrey](#)
Mobile: (636) 208-0753

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Price: \$2,980,000
Location: Midwest

World Leader in Manufacturing of Precision Machine Products



This company originated in the 1960's with quality as its core value. Their competitive advantage stems from diversity in terms of industries, low customer dependency and versatility/flexibility. The factory occupies 47,000 square feet and 5 building segments, houses over 200 machines (estimated value of \$4,000,000) that are operated by over 110 specialized employees at 65% capacity. Serious inquires only please.

Broker: [Jim Moazez](#)
Mobile: (562) 477-6657

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More business opportunities:

- [Riverside County, CA - Inland Empire Auto Repair. Asking Price \\$150,000. Contact Adam Gilman \(858\) 449-9996](#)
- [Orange County, CA - Popular Surf Boutique Near Beach. Asking Price \\$120,000. Contact Tom Burns \(949\) 280-4272](#)
- [Orange County, NY - Completely Updated Motel for sale. Asking Price \\$2,000,000 w/RE. Contact Kingsley Allison \(845\) 500-6393](#)
- [Westchester, NY - Landscaping and Maintenance Business. Asking Price \\$5,200,000. Contact Kingsley Allison \(845\) 500-6393](#)
- [Greater St. Louis Area - Home Remodeling Company. Asking Price \\$120,000. Contact Brennan Giesler \(314\) 496-3281](#)
- [Greater St. Louis Area - Retail Packing and Supply Business. Asking Price Refer to Broker. Contact Keith Carver \(314\) 852-7600](#)
- [Triangle Area, NC - Profitable Tire and Auto Repair Shop. Asking Price \\$800,000. Contact Danny Epstein \(919\) 891-0440](#)
- [North Carolina - Profitable Pool Hall For Sale. Asking Price \\$325,000. Contact AJ Williams \(404\) 925-5116](#)
- [Central Arizona - New Healthy and Traditional Vending Machine Route. Asking Price \\$32,000. Contact Lisa Riley \(480\) 686-9031](#)
- [Central Arizona - Boutique Fitness Studio. Asking Price \\$38,000. Contact Lisa Riley \(480\) 686-9031](#)
- [North Texas - Commercial & Residential Flooring Business. Asking Price \\$499,000. Contact Tom Diedrich \(214\) 316-5882](#)
- [North Texas - Executive Suite Business. Asking Price \\$275,000. Contact Tom Diedrich \(214\) 316-5882](#)
- [Los Angeles County - Cannabis Dispensary. Asking Price \\$150,000. Contact Wes Lewison \(949\) 239-6015](#)
- [Los Angeles County - Footwear Importer & Online Retail. Asking Price \\$2,200,000 incl. inventory. Contact Wen Karkhanis \(310\) 918-8169](#)