

Businessbroker

The authority on buying and selling businesses

UNITED STATES EDITION, ISSUE 9

Buying a Business

Tips to Finding the Right Business

4 Common Fears About Buying a Business

New LINK Brokers

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Top Reasons Laid Off Workers Make the Best Entrepreneurs

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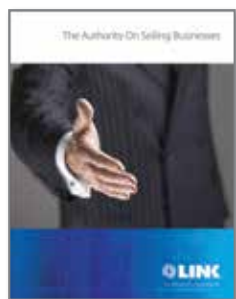


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LINK's Marketing Material

The industry's finest!



Our commitment to excellence has helped forge our reputation as industry leaders, and that is why we are confident to state that we are –

"The authority on selling businesses"

table of contents



04

Welcome from Ron Hottes.
Principal of LINK United States.



05

New LINK Brokers



Top Reasons Laid Off Workers Make the
Best Entrepreneurs. By Larry Carnell.



07

Tips to Finding the Right Business.
By Caroline Guidi.



08

If you are thinking of Buying a Business,
You might also want to consider being a
LINK Business Broker. By David Buboltz.



10

4 Common Fears About Buying a
Business. By Lisa Riley.



11

Business Opportunities

- pg 12 LINK Los Angeles
- pg 21 LINK St. Louis
- pg 23 LINK San Diego
- pg 26 LINK Dallas
- Pg 28 LINK Raleigh
- pg 30 LINK Phoenix

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Businessbroker

The authority on buying and selling businesses

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Welcome From the Principal

Ron Hottes is the Principal of LINK United States. 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 United States contact Ron at 844-840-5600 or ron@linkbusiness.com.

One of the frustrations of being in the business brokerage industry is knowing that millions of Americans don't know about the advantages of owning a small business. Kids out of high school that aren't ready for college; college grads that can't find a job; people laid off from their jobs and can't find another job; and even older people who get laid off and can't find a job because of their age don't realize they can buy a job by buying a small business. Remember, owning your own small business is about these 5 outcomes:

1. **Control your own destiny.**
2. **Find your own work/life balance.**
3. **Take the risks and reap the rewards.**
4. **Follow your passion.**
5. **Take pride in something you own.**

Despite these 5 outcomes, encouraging data and promising trends, not all Americans are enjoying the benefits of owning their own small business. Individuals have always had fundamental right to own a small business but many have never capitalized on that opportunity because they have never been exposed to it. Why, because the American educational system typically doesn't teach entrepreneurship.

You don't need a formal degree or expensive consultants to buy a small business. It doesn't matter your race, your gender, or where you live. Anyone can own a small business by going through a competent LINK Business Broker. Small business ownership is something that is available to all—not just to those with money, connections or expertise. To help empower those who want to be entrepreneurs and to capitalize on the above 5 outcomes, LINK Business offers hundreds of existing businesses for sale. Check out the various businesses we have for sale and then make an appointment with a LINK broker, go to linkbusiness.com to start the process.

Sincerely,
Ron Hottes
Principal
LINK United States



Introducing... New LINK Brokers

Visit linkbusiness.com for further information on LINK brokers, businesses for sale and industry related advice

LINK Dallas



Yehuda Soewargo - Business Broker

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Yehuda earned a Chemistry Degree from the University of Texas at Austin. His main focus was in the oil and gas industry, working for a respectable research group providing knowledge of the industry both upstream and downstream. He also has a minor in business and mathematics. Yehuda has 4+ years of experience in business finance, negotiations, and sales.



Tyrone Newell - Business Broker

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Tyrone holds a bachelor degree in Business Administration with an emphasis in entrepreneurship from University of Texas of Dallas. Tyrone owns a well-established real estate/property management firm. His competitive advantage as a Business Broker is due in part to his exceptional attention to detail and value-add compassion in understanding the needs of his clients.



Mae Hines - Business Broker

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Mae Hines is degreed in Real Estate/Business with 25 years' experience in business including computers, travel industry and real estate. She has owned successful businesses in computers and the travel industry. She has also worked as a business consultant. In her role as a consultant she would assess a company's processes and procedures, and determine their needs.



Steve McCarty - Business Broker

M: (214) 998-1824 E: steve.mccarty@linkbusiness.com

Steve brings a B.S. degree from Duke University and 30 years of business experience in sales, marketing, financial and operational analysis, negotiations, financing strategy and business management. His career covers many vertical markets including Hospitality, Entertainment, Energy, Communications, Financial, and Industrial.

LINK Phoenix



John Bartolin - Business Broker

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John Bartolin has 15+ years of business experience in real estate and hospitality. After graduating from the University of Colorado in 2001 he focused on real estate as a broker for the Five Star Broadmoor Hotel, and ultimately owned his own boutique brokerage. He's passionate about relationship building with clients and prides himself on his honesty and business integrity.



Kim Mehring - Director of IT

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Business and Information Technology leader with a proven track record in the management, implementation, and support of IT/data center operations, processes and projects. Kim is well versed in IT, business and project management, leveraging his 20 years as an IT director at a global publishing company. Kim manages telecommunications, IT infrastructure, integrations, hosted services, and provides unending technical support.

LINK San Diego



Désirée M. Wilson - Business Broker

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Desiree has been providing financial estate planning. She holds a MBA with an emphasis in Financial Planning and Taxation from Cal Lutheran University. Desiree's goal is to educate and empower people to understand and implement strategic planning techniques preparing them to effectively exit the business with a succession plan creating financial freedom and a legacy for their families.



Patrice Hester - Business Broker

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Pat joins LINK with a background in commercial real estate and investments. Pat received her Bachelor's degree from Antioch University. Her areas of expertise include profitability, management, marketing strategy, budgets and implementation of information systems. Her understanding of these specialized fields, combined with experience in commercial real estate and business management, enables her to accurately assess each client's unique goals.

LINK Los Angeles



Conrad Partida - Business Broker

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With almost two decades of corporate sales experience and real-life, in-the-trenches small business ownership has helped Conrad in directing complex sales and developing strategies to help small business clients looking to buy or sell a business. He can adeptly analyze diverse client environments and provide unique, customized solutions that create maximum returns for all involved.



Merrill Eastcott - Business Broker

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Merrill brings wealth of leadership, management and administrative experience earned during 26 years in the US Air Force and 20 years in higher education as a math teacher, Dean of Academic Affairs, and VP of Administrative Services. It is Merrill's experience, tenacity, code of ethics and personal service that will help you reach your goals in buying or selling a business.



Simon Lusky - Business Broker

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Simon is a professional business consultant to both local and international companies, following 12 years of corporate experience and 7 years of being a business owner who sold a business at a young age to a Fortune 500 Company. Simon has developed a sound understanding of business operations, processes and systems and is always looking to exceed his client's expectations.

Top Reasons Laid Off Workers Make the Best Entrepreneurs

A laid-off worker struggles with many different emotions: anger, disappointment, embarrassment, and self-doubt. But for many laid-off corporate workers, the change opens up new doors, providing them with hope and opportunity.

Spurred by the drive to succeed and spurned by a former employer, a laid-off employee has just the right motivation and drive to try something innovative and new. Consider these top reasons laid off workers make the best entrepreneurs.

1. The Motivation is High

When you have been laid off, there is a lot of motivation, not only to prove your former employer wrong, but to support you and your loved ones. This drive is both palpable and powerful; it is a big motivator for success.

2. There Is Time

Too many would-be entrepreneurs are only tinkering in the work, thinking of it as a hobby while they continue to work full-time. When a layoff happens, however, you have the time to commit fully to your new venture. Thinking of your new business as a job, not a hobby, is the right approach.

3. Adversity Builds Character

People who have been laid off have already been through the school of hard knocks and graduated with honors. That adversity can be converted to steely-eyed determination that drives entrepreneurial success. If you have been laid off, you have already experienced one of the most difficult life events, meaning you are well prepared for the challenges of running your own business.

4. Energy is Renewed

After a layoff, workers often find they discover energy and commitment they either never realized they had or have not had in a long time. If that is true in your case, you can focus that new enthusiasm and commitment fully into a new venture.

5. Passion for Work

Laid off employees have a world of options. And perhaps for the first time in their professional lives, they can work in an industry in which they have always wanted to work. Just think of the possibilities. You can be your own boss and control your own destiny, feelings that are difficult to come by in a corporate job.

6. Lots of Support Available

Entrepreneurs have many resources available to them, from the U.S. Small Business administration to local incubators and start up support groups. Thus, you may find a wealth of resources and information you can use to pursue a new career course.

7. Tap Into a Resourceful Spirit

There are few things in life that can rev up your resourceful nature more than being laid off. Rather than viewing a lay-off as an end, entrepreneurs view it as a great motivator to use their available resources in new and inventive ways.

Once you have decided on a new career path, a quick inventory of your existing resources may help you fund your dream. For example, consider this inventive funding strategy. If you have an existing 401(k), you may already have the funds you need. What a wise use of resources that can prove to be!

At Benetrends, we work closely with entrepreneurs to find the financing and support they need for success in their next business venture. For decades, Benetrends has been a leader in securing funding using existing 401(k) and IRA funds.

Using a specific corporate structure, your business can leverage your retirement funds to gain access to much-needed funds in a matter of weeks. At Benetrends, we provide entrepreneurs the advice and guidance that let them be operational quickly.

In addition, we provide a full range of other business support services, including retirement fund management, credit card processing, payroll management, and insurance options. Schedule a consultation to see how Benetrends can help you use 401(k) business funding in the next phase of your professional life.



Larry Carnell - CFE, CBI, CFB, CMT – Vice President of Development Benetrends Financial Inc.

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Tips to Finding the Right Business

Finding the right business to buy can be overwhelming! As you begin you will quickly come to learn that unlike buying a home, businesses are marketed blindly to protect the confidentiality of the business. As you read profile after profile it can be both time consuming and confusing. You find businesses that may sound great on the surface, find yourself executing NDA's with several brokers only to conclude that the businesses aren't a fit. Below are some tips that can help you narrow down your search and help you reach your goal of becoming a business owner:

Utilize a Business Broker

Most people don't realize that Business Brokers represent both Buyers and Sellers. Engaging a business broker to help you with your search and acquisition will save you so much time, energy, and frustration. Simply put, you can hire a business broker to do the search for you, represent you in the negotiation, guide you through the transaction and help you to the close. The best part is that broker fees are usually

paid as a commission by the seller, so this means that there is no out of pocket cost for you (on rare occasions the broker may find a business with a broker who does not split commission or cooperate and therefore you should discuss how this situation will be handled at the time you hire a broker). In effect, the broker will do the dirty work.

When choosing a broker, select one that knows the industry that you are trying to acquire a business in. Ideally the broker you hire will have experience selling businesses in this industry and will know the market well. Brokers are a wealth of knowledge and often know of listings that have not yet come to market that might be a fit. Such listings may have never showed up on your independent business search.

Set a Criteria

Whether you are searching for a business by yourself or with the help of a business broker, it is important to narrow down the options and hone in on the right business. Before you engage in a search you should know the following criteria:

1. Type of business you want to buy
2. How much money you expect to make in the first year of owning a business and your overall income goals
3. Budget - How much can you spend on a business
4. Financing - If you are seeking financing know what you are pre-approved for
5. Geography

Stay Focused

When searching for a business it can be easy to waste time looking at businesses that are not a fit. For example, if you were buying a home and your budget \$500,000- looking at homes in the \$1,000,000 and up range will just waste your time. The more you focus your search on the criteria you set, the more likely it is that you will find a business to buy. A broker can help you stay focused and will only present businesses that fit your criteria.

When choosing a broker, select one that knows the industry that you are trying to acquire a business in.



Caroline Guidi - Principal at LINK San Diego

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Caroline Guidi is a licensed business broker and principal of the LINK business San Diego office. Prior to opening the LINK San Diego office, Caroline spent many years managing high end country clubs/tennis clubs. Caroline specializes in country clubs, fitness, hospitality and leasing transactions.

She is a graduate of Loyola Marymount University with a degree in Political Science.

OPPORTUNITY



If you are thinking of Buying a Business, You might also want to consider being a LINK Business Broker

If you are anything like me, you woke up one morning and found yourself working long, regimented hours, for minimal or fixed pay, only for someone else to reap the rewards. I had no reason to be upset about it. It was the employer who had taken the risk, and was then getting the benefits. They were the ones who worked tirelessly to build a profitable company, and now were experiencing the fruits of their labor. I respected them for that, but I had a decision to make: Which side of the coin did I want to be on?

We find many buyers in a similar position. Many have previously found themselves in positions with no upward mobility or room for growth. Worse yet, some have been in a downsizing company who was looking to get rid of high cost employees. It is well known that being mid-career in the corporate world can be very dangerous. For good reason, many prospective buyers are looking for a place where they do not have to be worried about coming into the office after a years of hard work, only to be told to clear out their desk.

Others have been in jobs where you can work either at 50% capacity or 150% capacity and nobody would know the difference. They are the "gray" man, who neither gets reprimanded nor is recognized for their sacrifice for the company. Nobody wants to be in a position where their efforts seemingly don't matter, for good or bad. Our efforts should go to something that we can call our own, something that we can build and increase, something that is responsive to our work ethic.

Lastly, you want a job you will love. Nobody wants to spend the majority of their productive hours in life, grinding away at a job that you hate. It creates a dangerous downward spiral effect. If someone does not like their job, then they typically put in less effort or time. Because of less effort, they are less likely to advance. Because of no advancement, the dissatisfaction increases, which leads to less effort. If you enjoy your job, even just aspects of it, people tend to put in the extra effort needed. They will learn and grow even on their off-time. This leads to more success, which often leads to further investment into the job, and further growth. It is important to get a job that you enjoy or can be passionate about.

For all of these reasons, I became a LINK Business Broker. A LINK Broker has all of these advantages of owning a business. At LINK, a broker can control his career path. He is free to take as many or as little listings as he can handle. A LINK broker has no limit to upward mobility. A LINK Broker will get out what they put in. Greater effort, knowledge, and customer service equates to more satisfied customers. More satisfied customers lead to more business. LINK Brokers are able to take ownership of their actions and build something great, something he is proud of.

What makes a good Broker? We have found that if you have the skills needed to run a successful business, you have what is necessary to become a good broker. A broker must be able to deliver excellent customer service, work with and understand business finances, know



The authority on selling businesses

More Businesses Listed, More Buyers Reached, More Businesses Sold



how to market and advertise, and to manage complex processes. These skills are necessary to run a business, and lay the ground work of a great Broker.

We have also found that people with specific industry experience tend to be successful brokering businesses in that industry. Someone who has ran or worked in a restaurant before usually has a good understanding of how restaurants should be run. They understand the pitfalls, and successes of that industry. Their background serves as a foundation in working with restaurant buyers and sellers, and gives them a distinct advantage. This is true across all industries, but even if a broker comes across a unique or unfamiliar business, LINK has the resources to help brokers make successful transactions. LINK, being the largest brokerage in the world with decades of experience, having sold tens of thousands of businesses across all industries, truly is the authority in buying and selling businesses, ensuring utmost customer satisfaction and integrity throughout each step.

At LINK you are not alone. We have unparalleled training and mentorship programs to help you enter the industry and quickly become productive. LINK has innovative marketing, advertising, and established connections all available to new brokers. We aim to build a family mentality amongst both brokers and customers. We seek to build each other up, and celebrate each other's successes. When you join the LINK team, you join the LINK family.

If you are a business buyer or seller, or just looking for a change in profession, consider joining LINK today. LINK has the resources to help you make the transition, and most importantly, to help you follow your dreams.

“At LINK, a broker can control his career path. He is free to take as many or as little listings as he can handle.”



David Buboltz – Principal LINK Raleigh

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David Buboltz is the Principal of LINK Raleigh. He has a technical background rooted in mechanical engineering. David is an officer in the North Carolina National Guard and is on the board of a non-profit organization designed to rehabilitate ex-child soldiers in west Africa. He specializes in manufacturing, industrial supply, health/sports related businesses. David holds a degree in Mechanical Engineering from San Diego State University and is a current US Patent holder.

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4 Common Fears about Buying a Business

Here are four fears that can get in the way of a successful sale

1. Can I Do It?

If there's one universal fear in life, it is fear of the unknown. It can be hard to imagine what life will be like when you own your business.

If you have the following traits, you should be able to make the transition to business owner:

- Desire to buy a business
- Need and urgency to buy a business
- Financial resources
- Ability to make your own decisions
- Reasonable expectations of what business ownership can do for you

2. Making a Mistake

Many future business owners correctly sense that the process of buying a business is complex, difficult, and loaded with landmines and booby traps. From poor deal structure, to missing a legal nuance to failing to fully understand purchase price allocation, there are countless details that need to be addressed when buying your business.

The best way to allay this fear is to hire good advisors to assist you with the process. At a minimum these typically include an accountant, attorney and business broker or M&A advisor. Others whose services you may need to are your financial advisor, banker, or SBA lender.

Good advisors pay for themselves by helping you avoid costly mistakes.

3. Getting Taken Advantage of

I've met a number of buyers (and sellers) who seem to slip into a state of paranoia as the closing table looms larger on the horizon.

One can become convinced that everyone is working against you — your attorney, your CPA, your broker, the seller, even your own family members. This should not be the case as the person that you don't really trust would be yourself.

The best way to allay the fear that others are out to get you is to take control of deciding how and when you will purchase your business. This allows you to move forward with confidence in your own decision-making, and have faith in both the process and the people surrounding you.

4. The Books/Sales/Business are Not as Reported

This fear should melt away after you've completed your due diligence on the seller and business. Sellers should expect to provide some sort of seller financing. This serves as a sign that the Seller has confidence in the ongoing viability of the business and that you can succeed.

Regardless of how much the seller carries, it will be secured by something, like a personal guaranty from you as you are asking the seller to be your bank.

While there are many reasonable fears that go along with buying a business, there are also ways to mitigate or banish them altogether. Just don't let fear take hold to the point that it prevents you from moving forward with plans for both your life and your new business.



Lisa Riley - Principal at LINK Phoenix

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Lisa Riley is the Principal of LINK Phoenix and the current Chair of the Arizona Business Brokers Association and Board Member of International Business Broker Association (IBBA). She has earned her doctorate and certifications from the Arizona Business Brokers Association (Certified Business Broker-CBB) and the International Business Brokers Association (Certified Business Intermediary-CBI). With a focus on linking buyers and sellers, she utilizes her expertise to provide solutions to problems and simplifies the transaction process.

BUSINESS OPPORTUNITIES

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

THE LINK NETWORK

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

LINK United States

linkbusiness.com

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CONTENTS

of Business Opportunities Section

pg 12 LINK Los Angeles

pg 21 LINK St. Louis

pg 23 LINK San Diego

pg 26 LINK Dallas

Pg 28 LINK Raleigh

pg 30 LINK Phoenix

LINK Philippines

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Manila

LINK South Africa

linkbusiness.co.za

Cape Town Suburbs

Cape Town CBD and West Coast

Centurion

Durban West

East London

Garden Route

Johannesburg North

Johannesburg Port Elizabeth

South East

West Rand

LINK United States

3711 Long Beach Blvd., Suite 900, Long Beach, CA 90807, United States

For further LINK franchising opportunities please contact the Principal of LINK United States, Ron Hottes - ron@linkbusiness.com

Businesses for sale - LINK Los Angeles

Import and Distribution Business

ref: LA3859



SDE: \$950,000

Sales: \$10,000,000

This business was established over 22 years ago. They import small electrical appliances from China under their own brand name and sell to places like Lowes, Home Depot, and Walmart etc. Annual sales are over \$10 million.

The ideal buyer would be someone familiar with import business from China and be able to communicate with Chinese manufacturers as well as customers in USA. No bank loan would be needed for this transaction. \$1.5 million down and seller will carry a large NOTE for the balance for a 5-year period.

Location: Orange County **Asking Price:** \$4,250,000

Broker: Ved Sajjani / (714) 904-8457 / ved.sajjani@linkbusiness.com

Niche Canned Water Manufacturing

ref: LA3928



SDE: \$293,000

Sales: \$1,600,000

Here is a unique opportunity to acquire this niche emergency water manufacture which is second to none. They offer the most pure and longest lasting water for emergency situations to different government agencies and private companies. Because of their unique process and proprietary technology, they have no serious competition in the market world wide.

Location: Los Angeles County **Asking Price:** \$2,250,000

Broker: Jim Moazez / (562) 477-6657 / jim@Linkbusiness.com

Vitamin Contract Manufacturer

ref: LA03986



SDE: \$600,000

Sales: \$4,200,000

This is state of the art dietary supplement contract manufacturer located in Southern California. Established since 2000, this business is located in a 1,7000 Sq. feet facility.

They specialize in hard shell capsules, tablets, tea, liquids and powders. They specialize in making supplements for companies who promote and sell their products on Amazon.com. Most of the equipment is less than 3 years old. Approximately 40 employees.

Seller is highly motivated and willing to stay on to help run the business for a period of time.

Location: Southern California **Asking Price:** \$2,200,000

Broker: Ved Sajjani / (714) 904-8457 / ved.sajjani@linkbusiness.com

Profitable Consumer Finance Lender

ref: LA03987



SDE: \$2,200,000

Sales: \$3,966,319

Incredibly profitable Consumer Finance Lender with 55% net to owner! Title-loan Company in Southern California has the most profitable yet. This company does 1250+ loans per year on cars that are verified to be owned free and clear, holding automobile title as security. Loans are never larger than the Manheim Automobile Auction tracking value. Hence, all loans are completely secure. GPS devices are installed on the vehicles in case the borrower misses a payment.

Location: Los Angeles County **Asking Price:** \$8,000,000

Broker: Roger Civalleri / (310) 384-5665 / roger.civalleri@linkbusiness.com

Aerospace & Defense Manufacturing

ref: LA04014



SDE: \$694,000
Sales: \$3,436,000

Aerospace & Defense Contract Manufacturing Company - AS9100 certified. This sheet metal and machining business was established in 1964. Under current ownership for over 35 years. Squeaky clean books. 18 full time employees. 15,000 sqft facility. They manufacture and supply parts and assemblies with short lead times to customers across the world. They provide contract manufacturing services in precision sheet metal, precision machining, complicated assemblies and welded configurations. They specialize in fast turnaround support in the military, defense and aerospace industry. Owner is retiring. He is willing to stay on for a year or two at Buyers option to help run the business.

Location: California **Asking Price:** \$1,925,000
Broker: Ved Sajnani / (714) 904-8457 / ved.sajnani@linkbusiness.com

High-End Builder - Incredibly Strong Future!

ref: LA04054



SDE: \$483,895
Sales: \$1,263,681

Very profitable, well-run, high-end home and commercial building contractor has numerous engagements lined up for major success over the next three years. Owner must move to the East Coast by the end of the year. Hence, this is a unique opportunity for a sharp and aggressive contractor to profit by owning this company. Seller is willing to stay remain on as a consultant to help with the transition. Seller's projects include both residential and commercial. Although the company has been awarded projects throughout Southern California, they primarily service the Los Angeles area.

Location: Los Angeles County **Asking Price:** \$1,450,000
Broker: Roger Civalleri / (310) 384-5665 / roger.civalleri@linkbusiness.com

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Businesses for sale - LINK Los Angeles

Children's Brand Clothing Wholesale

ref: LA3914

SDE: \$90,000
Sales: \$556,907

The company was started in 2002 with niche business of designing trend-forward garments fitting for regular-sized "real" women.

The company grew rapidly and added kid's brand in late 2007 to diversify its production.

The company has a very successful website now they have more Online sales than in stores. Inventory worth about \$100,000 at cost is included in the price.



Location: Los Angeles County **Asking Price:** \$250,000
Broker: Wen Chen-Karkhanis / (310) 918-8169 / wen@linkbusiness.com

CNC Machine shop in Santa Fe Springs

ref: LA3949

SDE: \$150,000
Sales: \$602,000

This CNC machine shop has been established for over 25 years. They machine Aerospace parts. Very profitable.

Located in Santa Fe Springs. Several CNC and non-CNC machines. Six full time machinists. Priced to sell.



Location: Los Angeles County **Asking Price:** \$300,000
Broker: Ved Sajrani / (714) 904-8457 / ved.sajrani@linkbusiness.com

Franchise Take & Bake Pizza Parlor

ref: LA03973

SDE: \$29,000
Sales: \$180,000

An existing franchise pizza parlor in a great busy location in the Orange County area. Well known for its great customer satisfaction with great foot traffic in the given community.

Phenomenal business for someone willing to grown an already well known franchise and take it to the next level.



Location: Orange County **Asking Price:** \$45,000
Broker: Ved Sajrani / (714) 904-8457 / ved.sajrani@linkbusiness.com

Unique Pet Supply and Food Store

ref: LA03975

SDE: \$0
Sales: \$700,000

Established ten years ago, the store is unique in catering to pet owners who choose healthy and beneficial products with no chemicals added.

Located in West Los Angeles, this business is on a high traffic Boulevard in the affluent West Side area. Owner contracts with food manufacturers for numerous products that are Proprietary to the store. Sales have been consistent for many years.



Location: Los Angeles County **Asking Price:** \$199,000
Broker: Rolf Danryd / (310) 697-9646 / rolf.danryd@linkbusiness.com

Great Woman Clothing Brand for Sale

ref: LA03977

SDE: Refer to Broker
Sales: \$842,543

The company was established in 2010 but ceased to operation 2015 due to losing designer and product manager and loss of investor funding in 2014.

The company used to sell to big department stores, such as Nordstrom, Nordstrom Rack, Anthropologie, Lord and Taylor, The Buckle, Mod Cloth, Zulily, and TJ Maxx nationwide. Now the company is mainly selling through their website: <http://www.nickandmoclotes.com>



Location: Orange County **Asking Price:** \$250,000
Broker: Wen Chen-Karkhanis / (310) 918-8169 / wen@linkbusiness.com

38 Year Old Structural Engineering Firm

ref: LA03978

SDE: \$248,895
Sales: \$504,023

Well established & reputable structural engineering firm with a good client base that has been in business since 1978 and now the owner is ready to retire.

A great business and a great opportunity for a Civil Engineer with structural engineering expertise to buy a great business.



Location: Southern California **Asking Price:** \$250,000
Broker: Ron Hottes / (310) 809-3137 / ron.hottes@linkbusiness.com

Profitable Massage Place for Sale in South Bay

ref: LA03980

SDE: \$123,815
Sales: \$450,000

One of a kind established massage place in a high traffic area. Specializing in Acupressure which is a massage technique for deep tissue. 4 to 7 technicians to serve the special technique to their repetitive clients.

Number of the treatment is about 1,000 per month. The gross sales is consistently around a half million every year for past 10 years.



Location: Los Angeles County **Asking Price:** \$125,000
Broker: Nobuko Isoda / (310) 408-5980 / nobuko.isoda@linkbusiness.com

Well Established Cleaning Service Company

ref: LA03982

SDE: \$80,000
Sales: \$328,000

Owner responsible for sales and provides work bids, no cleaning by Owner, just sales and marketing. Established service in the South Bay area of Los Angeles for 8 years with 4 crews and 2 trucks.

High repeat commercial clients with Regional and National accounts including some residential accounts. Seasoned and trained staff. Great books and records.



Location: Los Angeles County **Asking Price:** \$197,000
Broker: Joe Khoury / (213) 422-7088 / joe.khoury@linkbusiness.com

Businesses for sale - LINK Los Angeles

Budding Green Dry-Cleaning Plant

ref: LA04050

SDE: \$58,000

Sales: \$153,000

Eco-Friendly Dry-Cleaning Plant & Shirt Laundry at a great location! Situated in a community center with a popular anchor and national tenants. Enjoys great visibility with over 42K cars/day.



Green plant is known for its attention to detail and high quality cleaning performance. Wet plant is prepared to handle high volume of dry cleaning and have not reached its full capacity yet.

Location: Los Angeles County **Asking Price:** \$150,000

Broker: Vatche Sahakian / (626) 768-1220 / vatche.sahakian@linkbusiness.com

Profitable Neighborhood B&W Market

ref: LA03990

SDE: \$126,000

Sales: \$540,000

Long established B&W market located in mostly Spanish speaking area in the city Lennox. No competition in the area.



Many ways to increase sales: add lottery, WIC, money order, and plenty of space to add more merchandise.

Long term lease with only modest increase in rent for 22 years.

Location: Los Angeles County **Asking Price:** \$235,000 + Inventory

Broker: Paul Suh / (714) 323-1010 / paul.suh@linkbusiness.com

Kern County Free Standing Pawn Shop

ref: LA03991

SDE: \$220,000

Sales: Refer to Broker

Same location for several years in this high dense neighborhood with increasing loyal clientele creating good repeat business that is key for successful Pawn Shops. Free standing location with good visibility.



Specializing in Jewelry, soft and hard goods to create a well-rounded clientele. Very Low rent with a long-term lease.

Location: Greater Bakersfield Area **Asking Price:** \$865,000

Broker: Joe Khoury / (213) 422-7088 / joe.khoury@linkbusiness.com

High Volume Tattoo & Body Piercing Shop

ref: LA04003

SDE: \$105,000

Sales: \$350,000

Long established and highly profitable Tattoo & Body piercing shop located in an indoor swap meet mall. Mostly cash business. 4 Tattoo artist working. Over \$100,000 in net profit. Semi absentee owner.



Location: Los Angeles County **Asking Price:** \$135,000

Broker: Ved Sajjani / (714) 904-8457 / ved.sajjani@linkbusiness.com

Jewelry store in Ontario Mills Mall

ref: LA04011

SDE: \$150,000

Sales: \$430,000

High margin jewelry store, established in Ontario Mills Mall for over 7 years offers a large selection of hand-picked fine jewelry and gift items at reasonable prices. They sell 14 K bridal jewelry, designer diamond pieces, diamond pendants, diamond rings, fashion bands, watches and children's jewelry. Also jewelry and watch repair. \$250,000 worth of inventory is included in asking price.



Location: Southern California **Asking Price:** \$350,000

Broker: Ved Sajjani / (714) 904-8457 / ved.sajjani@linkbusiness.com

Turn Key Used Car Dealership in High Demand City

ref: LA04081

SDE: \$49,674

Sales: \$917,151

Opportunity to purchase a profitable, used auto dealership, fenced lot that can display 25+ vehicles, a 400 SF office building, car dealership software, and a good lease with option to renew. It is located right on auto row in the San Gabriel Valley. Business currently has inventory of about 25 cars that can be purchased separately at the seller's cost of about \$145,000.



Location: Los Angeles County **Asking Price:** \$95,000

Broker: Roger Civalieri / (310) 384-5665 / roger.civalieri@linkbusiness.com

Very Profitable Sign Manufacturing Company

ref: LA04080

SDE: \$413,000

Sales: \$2,212,000

10 years old company covers all of LA, Orange, Riverside and San Bernardino counties.

They offer Channel Letters, Monument signs, Cabinet signs, Pylon/Pole signs, interior signs and Dimensional letters. Great reputation in the area and are approved vendors for large companies, franchises and public entities. Fully equipped manufacturing facility with room to grow in digital sign market as well.



Location: Los Angeles County **Asking Price:** \$995,000

Broker: Jim Moazez / (562) 477-6657 / jim.moazez@linkbusiness.com

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Businesses for sale - LINK Los Angeles

Business Lending - No License Needed - Zero Down ref: LA04084

SDE: \$300,000
Sales: \$313,000

This company helps businesses get loans from banks to help their cash flow situation. No experience is necessary since the owner will fully train you. This is a relocatable business. Best of all, the seller is willing to carry 50% of the selling price and will help you get additional financing for this investment.



Location: California **Asking Price:** \$450,000
Broker: Jim Moazez / (562) 477-6657 / jim.moazez@linkbusiness.com

20 Year Old Cosmetics Store Draws Affluent Clientele ref: LA04085

SDE: \$137,932
Sales: \$515,844

Unique opportunity to acquire a very successful Cosmetics and Perfume Company with loyal, high-end clientele in a stellar South Bay location! The store carries numerous lines of unique beauty products and is tended by a very knowledgeable staff. They offer a variety of on-site spa services including facials, make-up, eyelash extensions and waxing in a beautiful environment.



Location: Los Angeles County **Asking Price:** \$390,000
Broker: Roger Civalleri / (310) 384-5665 / roger.civalleri@linkbusiness.com

Prime Location on Brand Boulevard with Beer & Wine ref: LA04087

SDE: \$94,000
Sales: \$650,000

Farm to table cafe, healthy choices of sandwiches, salads, soups and daily baked goods. Cappuccino, fresh squeezed juices and smoothies. Catering, live music, cooking classes, book readings, and breakfast. Fully equipped with over \$600,000 value of FF&E. This beautiful cafe has two patios with total seating capacity for more than 100.



Location: Los Angeles County **Asking Price:** \$195,000
Broker: Joe Khoury / (213) 422-7088 / joe.khoury@linkbusiness.com

Bakery to the Stars and Celebrities ref: LA04088

SDE: \$156,000
Sales: \$493,704

In a well-established Orange County location

- An enchantingly delicious and whimsically fun retail experience
- A 360-degree adventure for all the senses
- Exclusive branded products
- Digital Interaction – build your own order, book events, internet orders etc
- Decorating workshops, chocolate dipping parties and birthday parties

Revenues of over \$500,000 have been steady the last 3 years



Location: California **Asking Price:** \$399,000
Broker: Joe Khoury / (213) 422-7088 / joe.khoury@linkbusiness.com

Children's Enrichment Center. Profitable & Rewarding ref: LA04089

SDE: \$78,000
Sales: \$269,326

This 13-year old center has grown and profited by following their purpose of nurturing social successes and providing joy in learning through artistic discovery in young children. Studio offers a safe, creative environment for children ages 2-5. It offers parent night out programs, before/after school programs, art camps, party hosting and open studio programs with paint, clay and artistic crafts.



Location: Southern California **Asking Price:** \$119,500
Broker: Roger Civalleri / (310) 384-5665 / roger.civalleri@linkbusiness.com

Driving School, Very Profitable, Bay Area ref: LA04092

SDE: \$115,507
Sales: \$154,432

This 25+ year old driving school is a leading provider of online drivers' education, drivers' training and behind the wheel instruction for teenagers, adults and seniors. Experienced professional instructors. Price includes 3 training vehicles. 13.7 % sales growth in 2015. The financials are very detailed and verifiable. Owner will carry.



Location: Northern California **Asking Price:** \$148,900
Broker: Philip Wolfstein / (310) 663-2180 / phil.wolfstein@linkbusiness.com

Well Established Bridal Shop - Includes Inventory ref: LA04095

SDE: \$30,000
Sales: \$120,000

This bridal boutique is a family owned business that was founded with the mission of helping women find an outfit for their special occasion. They carry a large selection of dresses and are located in a heart of downtown with lots of parking and traffic. Reasonable rent at \$1600 with a long-term lease. Great opportunity to get in this business.



Location: California **Asking Price:** \$150,000
Broker: Jim Moazez / (562) 477-6657 / jim.moazez@linkbusiness.com

Iconic Italian Restaurant For Sale ref: LA04103

SDE: \$266,000
Sales: \$1,200,000

Highly profitable restaurant in prime East County San Diego location offers authentic Italian cuisine derived from traditional family recipes that have delighted residents for over 50 years. Located in a stand-alone building with parking for 70 cars, the approximately 3500 square feet restaurant has seating for 1556 patrons. Real estate is also available for purchase at \$1,850,000.



Location: San Diego County **Asking Price:** \$532,000
Broker: Hazel / (310) 971-0567 / hazel@Linkbusiness.com

Businesses for sale - LINK Los Angeles

Fashionable & Profitable Nail Spa & Salon

ref: LA04108

SDE: \$36,000
Sales: \$185,000

Upscale nail spa and salon located in Los Angeles County offering unique salon experience. Has multiple streams of income. Hosts luxurious furnishings with lush stations, and private studio for beauty treatments. Salon sells high end skin and hair products.



Great investment -- absentee owner. Seller willing to finance nearly 20%. Sale will include social media account(s) with 1,000's of real followers.

Location: Southern California **Asking Price:** \$140,000
Broker: Vatche Sahakian / (626) 768-1220 / vatche.sahakian@linkbusiness.com

Footwear Manufacturing & Wholesale Business

ref: LA04109

SDE: \$103,649
Sales: \$396,203

Manufacturer and wholesaler of provocative heels and sexy footwear with a touch of alternative and designer flare that has been exploding in popularity nationally and internationally! Their beautiful collection of intricately designed shoes have been consistently receiving requests from numerous photo shoots, cat walks, hit TV shows and celebrity events. Asking price of \$165,000 includes inventory of \$200,000.



Location: Orange County **Asking Price:** \$165,000
Broker: Susie Kang / (310) 975-9492 / susie.kang@linkbusiness.com

World Famous Frozen Yogurt In North Los Angeles

ref: LA04120

SDE: \$52,000
Sales: \$311,000

This self-serve frozen yogurt location is in a great traffic location on a major thoroughfare in a suburb of Los Angeles operated absentee. Sales have been steady since opening three (3) years ago and would need some marketing by owner/operator to build the sales. Current sales have been accomplished because of the good location, excellent quality product and variety.



Location: Los Angeles County **Asking Price:** \$189,500
Broker: Joe Khoury / (213) 422-7088 / joe.khoury@linkbusiness.com

High Volume Bar & Grill Beer Garden

ref: LA04123

SDE: \$245,000
Sales: \$1,425,000

Unique opportunity to own this high volume and well established Tavern and Beer Garden generating about \$1.4MM in revenue with an SDE of \$245,000. Very popular destination for locals for over 10 years with comfortable seating both indoors and outside on the beautiful patio. This opportunity includes very low rent for this free-standing facility in a high traffic exposure for \$7,500/month.



Location: California **Asking Price:** \$695,000
Broker: Joe Khoury / (213) 422-7088 / joe.khoury@linkbusiness.com

Mobile Groomer Business Provides Business Ownership

ref: LA04136

SDE: \$102,331
Sales: \$130,427

Big price reduction! This established business gives a business owner who loves people and their pets lots of opportunity for exponential growth. This five year old business has established, loyal clientele in the affluent Pasadena area. Income is good, expenses are low. The business includes a fully-outfitted mobile grooming trailer with custom trailer wrap and powerful generator.



Location: Los Angeles County **Asking Price:** \$74,000
Broker: Margot Murphy / (949) 630-5577 / margot.murphy@linkbusiness.com

Famous French Canadian Bistro For Sale

ref: LA04137

SDE: \$302,901
Sales: \$1,206,306

Situated in one of the most sought after locations in West Los Angeles, this charming French Canadian themed restaurant has it all. The European-style dining floor plan has adjacent cocktail lounge and additional street patio dining. Building a discerning clientele over its 17-year history. It is enticingly inviting for both high foot and high street traffic on this major boulevard.



Location: Los Angeles County **Asking Price:** \$550,000
Broker: Margot Murphy / (949) 630-5577 / margot.murphy@linkbusiness.com

Well Established Profitable Cafe in West Hollywood

ref: LA04138

SDE: \$84,000
Sales: \$575,000

Well established profitable cafe with low rent. Upside potential with increasing delivery sales and longer hours. Sales approaching \$600,000 with net of \$84,000. This location has a full menu of specialty coffees as well as a great breakfast menu including Crepes, Quesadillas, Waffles and fresh pastries. The lunch menu includes a full array of Salads and wraps.



Location: California **Asking Price:** \$329,000
Broker: Joe Khoury / (213) 422-7088 / joe.khoury@linkbusiness.com

Establish & Profitable Auto Repair with Good Books

ref: LA04150

SDE: \$150,000
Sales: \$796,000

Auto repair shop specializing in German cars. It has very loyal clientele with good books and records. Shop has 5 bays and all the diagnostics up to date. The owner is the service writer and mostly deals with customers. Sometimes, he does diagnostics. They do not sell tires but room to grow with keeping the shop open on Saturdays.



Location: Orange County **Asking Price:** \$195,000 (Includes Inventory)
Broker: Jim Moazez / (562) 477-6657 / jim.moazez@linkbusiness.com

Businesses for sale - LINK Los Angeles

Easy Operation, Breakfast & Lunch Cafe, Busy Center ref: LA04151

SDE: \$120,000

Sales: \$504,000

Here is your chance to own a successful and profitable cafe on a busy, high traffic corner location. They serve breakfast and lunch only (a.m. p.m.). This is an easy operation cafe and sales are still growing. No advertising has been done for this location and the owner rely on word of mouth and great Yelp rating (4.4 stars).



Location: Orange County **Asking Price:** \$349,000

Broker: Jim Moazez / (562) 477-6657 / jim.moazez@linkbusiness.com

Bar with Live Music Venue ref: LA04153

SDE: \$120,000

Sales: \$406,000

Popular night club in the Antelope Valley. Venue for live music and dance with ABC License Type 42. Large stage with Hi-Tech lighting and sound system. Operations Fridays & Saturdays 9pm-2am. VIP tables booked in advance and typically sell out. Public capacity is 480. Plenty of parking. Low rent. The kitchen has not been utilized. The hook ups are intact.



Location: California **Asking Price:** \$130,000

Broker: Kellie Fish / (760) 898-8265 / kellie.fish@linkbusiness.com

Premier Fine Jewelry & Repair Store ref: LA04155

SDE: \$246,727

Sales: \$439,689

One of the most well-known jewelry & repair store in the community, located in a historical neighborhood. Famous for its impeccable designs, and quality of service. They specialize in custom, bridal, fashion, vintage, and mens jewelry with precious and semi-precious gemstones and metals. Asking price includes inventory of around \$100,000. Seller is willing to carry a note for a qualified buyer.



Location: Los Angeles County **Asking Price:** \$149,000

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

Med Spa - Day Spa in Affluent Community ref: LA04156

SDE: Refer to Broker

Sales: \$975,000

Full Service Med Spa staffed with doctor, nurses, estheticians and massage therapist. Located in high traffic retail shopping center. The space is very attractive and beautifully designed. Four well designed treatment rooms and Office with medical file storage. A primo opportunity for a doctor to work low hours or work more hours to grow business and make more money.



Location: California **Asking Price:** \$595,000

Broker: Kellie Fish / (760) 898-8265 / kellie.fish@linkbusiness.com

Legendary Motorcycle Business ref: LA04157

SDE: \$56,000

Sales: \$108,500

This is a 20-year old successful motorcycle internet entertainment business with a Leather Apparel line and Sexy-Vintage-Fun brands. Web site Advertising Income alone generates nearly \$100,000. The site contains over 15,000 pages of viable content accessed 24/7 worldwide. It also contains a mail order component. The readership runs around 100,000 unique users monthly with 175,000 monthly page views and 30,000 email addresses.



Location: California **Asking Price:** See Broker

Broker: Kellie Fish / (760) 898-8265 / kellie.fish@linkbusiness.com

Well Established Bistro w AAA Loc. in WLA ref: LA04160

SDE: \$356,000

Sales: \$2,018,370

This AAA location in the West part of Los Angeles has been an absolute favorite for locals and tourists. Established for almost 10 years serving lunch and dinner along with Beer and Wine. Grossing over \$2MM for several years absentee run with long term personnel making some making over \$100K. Net income to Owner is over \$350,000 for several years.



Location: California **Asking Price:** \$995,000

Broker: Joe Khoury / (213) 422-7088 / joe.khoury@linkbusiness.com

Auto Transmission and Repair Business ref: LA04161

SDE: \$123,517

Sales: \$404,565

Profitable, state of the art auto transmission maintenance, repair, and rebuild business for import, domestic, and high performance exotic cars (e.g. BMW, Mercedes, etc.). 4.5 -5 star reviews on Yelp! Seller has owned the business for 5 years and has seen steady sales and income grown every year. SDE is based on one owner operator. Successful turnkey operation...priced to sell!



Location: Orange County **Asking Price:** \$175,000

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

Franchise Learning Center in Great LA County ref: LA04169

SDE: \$131,119

Sales: \$705,009

Center tutors all subjects K-12, test prep for SAT/ACT, and enrichment classes in Engineering, Robotics and Coding. Center employs 2 full-time directors and multiple part-time experienced tutors that provide the custom learning experience a child needs to realize his or her potential in school and beyond. Looking for owner operator with the ability to manage the center while growing sales.



Location: Southern California **Asking Price:** \$489,000

Broker: Dawn Buboltz Hottes / (909) 214-8599 / dawn.buboltzhottes@linkbusiness.com

Profitable Timer Repair - Relocatable

ref: LA04163

SDE: \$50,000
Sales: \$70,000

Here is a 47 years old business with very little competition. This business fixes mechanical and electronic timers for different equipment. The seller is willing to train the buyer in this field. The seller works part time and business can be expended. This business is very well known. Inventory of about \$10,000 is included in the sale.



Location: Los Angeles County **Asking Price:** \$60,000
Broker: Jim Moazez / (562) 477-6657 / jim.moazez@linkbusiness.com

Nationally Franchised Learning Center

ref: LA04167

SDE: \$40,055
Sales: \$529,858

Existing learning franchise for sale for only \$99,000! This location is in pristine shape in a busy shopping center. Sales are up for 2017. However, what this center needs is a committed owner/operator who understands sales and marketing. One who is capable of driving up business. Center is in a busy location, a lot of foot traffic which brings in customers.



Location: Southern California **Asking Price:** \$99,000
Broker: Dawn Buboltz Hottes / (909) 214-8599 / dawn@linkbusiness.com

High Volume Auto Body Shop / Owner Financing

ref: LA04162

SDE: \$380,000
Sales: \$1,190,000

A 10-year old, established and profitable auto body shop located in a very high traffic location. Building can park up to 25 cars. Sales have been going up for the past few years with a manager in place. Body shop experience is not necessary for the new owner. Revenue is all retail and come from great service and value.



Location: San Bernardino County **Asking Price:** \$490,000
Broker: Jim Moazez / (562) 477-6657 / jim.moazez@linkbusiness.com

Lift-Gate Distributer and Service

ref: LA04173

SDE: \$196,260
Sales: \$752,638

Lift-gate sales/ service/ master distributor company has it all—a 30+ year track record, consistent sales, great price, and great profit! The company has resided for years in the same attractive commercial location that is central for its customers and it could support significant expansion if the new owner wants to expand. Company is a master distributor for all major lift gate manufacturers.



Location: Los Angeles County **Asking Price:** \$490,000
Broker: Roger Civalleri / (310) 384-5665 / roger.civalleri@linkbusiness.com

Established and Profitable Solar Company

ref: LA04174

SDE: \$261,000
Sales: \$1,649,000

A 15 year old solar consultation and installation company that works mostly on industrial applications and businesses. They have a fully trained staff to design and install the right system for their clients. They work with international companies like Mitsubishi and Belkin international. On occasions, they have residential customers as well which are referred to or by word of mouth.



Location: California **Asking Price:** \$495,000
Broker: Jim Moazez / (562) 477-6657 / jim.moazez@linkbusiness.com

Best in Class Party & Limo Service with a Large Fleet

ref: LA04177

SDE: \$425,000
Sales: \$2,071,155

This is well-established company in business for over 15 years. It has the best in class fleet of over 30 vehicles for any type of event; from Corporate, Party, Private Limo, Charter and Express Services. Awarded Best Innovative Award by the Limo & Travel Industry. With revenues over \$2MM and net over \$400,000 with more opportunity to grow.



Location: California **Asking Price:** \$895,000
Broker: Joe Khoury / (213) 422-7088 / joe.khoury@linkbusiness.com

Popular Wine Bar with kitchen - 6 days only

ref: LA04178

SDE: \$65,000
Sales: \$553,000

Owner is semi absentee, working 20 hours a week. Seats about 60 and has a full kitchen and a limited menu. They serve selected wines and craft beers. This wine bar is close to a major sports stadium that brings 10s of thousands of people on a regular basis. 1600 sqf and lease has 13 years left on it.



Location: Orange County **Asking Price:** \$150,000
Broker: Jim Moazez / (562) 477-6657 / jim.moazez@linkbusiness.com

Jewelry Store in Desired Location - Costa Mesa

ref: LA04181

SDE: \$17,500
Sales: \$64,000

Custom Jewelry Design, Repair Shop and Watch Repair in the same great location for 6 years! The owner has been serving the same customer base for the past 19 years and will be passing these loyal clients onto a new owner. Included in sale is \$5,000 in equipment. Inventory is not included.



Location: Orange County **Asking Price:** \$35,000
Broker: Simon Lusky / (310) 387-4480 / simon.lusky@linkbusiness.com

Businesses for sale - LINK Los Angeles

Employee Run Day Spa Franchise

ref: LA04182

SDE: \$190,000

Sales: \$1,068,000

Incredible Massage and facial franchise with over 1200 members and a beautiful facility located in the perfect demographic with affluent, healthy, and pampered population in a famous Southern California beach community. 25 well trained employees include professional masseuses and facial specialists provide the utmost in client satisfaction. One of the largest locations of all of the massage franchise locations.



Location: California **Asking Price:** \$395,000

Broker: Jim Moazez / (562) 477-6657 / jim.moazez@linkbusiness.com

High Volume Liquor Store in Long Beach

ref: LA04015

SDE: \$210,000

Sales: \$900,000

This large liquor store was established 55 years ago. Under current ownership for over 30 years. Highly visible prominent location. Besides liquor they also have Lotto, Western Union, Tobacco etc. They also carry mini market items. 7,500 sq. feet store with lot of coolers, storage space and owner's office and ample parking.



Location: Los Angeles County **Asking Price:** \$800,000

Broker: Ved Sajnani / (714) 904-8457 / ved.sajnani@linkbusiness.com

VERY Profitable Printing and Mailing Company

ref: LA04057

SDE: \$210,987

Sales: \$865,000

Long established and well regarded with skilled staff in place to handle daily operations. Asking price includes \$ 20,000.00 of Inventory. Significant income streams from several revenue sources, including; Direct mailing, web development, large advertising pieces on custom materials, short turnarounds and much more. Market-Place demand is firm and could support a further scaling up of Operations.



Location: Riverside County **Asking Price:** Contact Broker

Broker: Rolf Danryd / (310) 697-9646 / rolf.danryd@linkbusiness.com

US On-Line High School

ref: LA04069

SDE: \$49,757.50

Sales: \$296,411

On-line high school works with UC-Approved Private Schools to provide highly qualified teachers and a completely transferable transcript to a student's school or district. They are geared to provide a unique service to students with a program that features feedback and communication between their excellent teachers and the student. Failure and frustration can now be removed from the learning experience!



Location: Southern California **Asking Price:** \$306,000

Broker: Dawn Buboltz Hottes / (909) 214-8599 / dawn@linkbusiness.com

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Rare Opportunity in Springfield, Illinois

ref: SL00024



SDE: Refer to Broker

Sales: \$433,409

Paris Cleaners & Furriers Inc. is 108 year old, 3rd generation, family owned and operated dry cleaning business. Business includes 15,000 SF plant, 3 retail stores, a delivery route and the owner's 2,250 SF home. Well maintained plant set up to service seven pick-up locations. Plant and the owner's home sit on a 3 acre lot with plenty of additional space for expansion. Business provides laundry; dry cleaning; leather and suede cleaning; specialty cleaning for wedding gowns, pillows, down & feather bedding, plus drapes of all sizes; and a furrier cleaning service. Plant contains a temperature regulated vault for storage of fur coats & specialty garments. Dry cleaning uses environmentally friendly reclaimable hydrocarbon cleaning process.

Location: Central, IL **Asking Price:** \$2,200,000

Broker: Brennan Giesler / (314) 496-3281 / brennan@linkbusiness.com

Financial Services Firm for Sale

ref: SL00023



SDE: \$554,491

Sales: \$868,056

17 year old Financial Services Group that specializes in financial planning, investment advice and portfolio management, money management, as well as insurance and annuities. \$90M in AUM and \$5M in fixed annuities. Perfect acquisition for a bank or financial institution looking to bring these services to their clientele and expand their offerings in the wealth management arena. Also perfect as an add-on to a current company that needs additional contracts, services or improved fee structure. Business model is highly scalable and advisors can be recruited from anywhere in the United States. Current owner wishes to stay with the business and is open to arrangements that include minority partnership and/or employment.

Location: Greater St. Louis Area **Asking Price:** \$2,450,000

Broker: Julie Pumfrey / (636) 208-0753 / julie@linkbusiness.com

Profitable Staffing Franchise for Sale

ref: SL00057

SDE: \$205,500

Sales: \$2,326,272

29 year old, well-established franchise, one of the top in US, provides top-notch workforce solutions for several industries. Numerous long-term clients in place. Employees and franchise are consistently recognized by franchisor for superior performance. Business is stable and profitable, with multiple avenues for growth available as current owner only works about 8 hours per week. Business has been pre-approved for SBA financing.



Location: Greater St. Louis Area **Asking Price:** \$421,000

Broker: Julie Pumfrey / (636) 208-0753 / julie@linkbusiness.com

Sports-Themed Tavern with Residence

ref: SL00053

SDE: \$5,124

Sales: \$57,683

South City Bar with Covered Patio. Charming, very clean, and well maintained tavern. Amenities includes stocked bar, POS system, Lotto machine, Juke box. Real estate also includes upstairs apartment.



Location: Greater St. Louis Area **Asking Price:** \$150,000

Broker: Brennan Giesler / (314) 496-3281 / brennan@linkbusiness.com

Foundation Crack Repair Company

ref: SL00065

SDE: \$101,44

Sales: \$298,864

Residential foundation crack repair company with dependable reputation and name recognition in the greater St. Louis area. Operating in Missouri and Illinois for over 5 years with A+ rating with the Better Business Bureau.



Location: Greater St. Louis Area **Asking Price:** \$200,000

Broker: Brennan Giesler / (314) 496-3281 / brennan@linkbusiness.com

Grounds Management Business for Sale

ref: SL00061

SDE: \$121,110

Sales: \$424,857

Well-established, growing business with more than 180 commercial & residential customers. Turn-key with new, well-maintained equipment; well-trained, dedicated employees; modern systems and processes in place to ensure a smooth operation. Business provides the following services to customers: Lawn Treatment: Mowing, Fertilizer, Weed, Mole and grub control. Property: Mulching, shrub trimming, outdoor lighting maintenance & specialty requests. Snow, Leaf & Debris Removal.



Location: Greater St. Louis Area **Asking Price:** \$450,000

Broker: Julie Pumfrey / (636) 208-0753 / julie@linkbusiness.com

Businesses for sale - LINK St. Louis

Home-Based New Franchise

ref: SL00054

SDE: Refer to Broker

Sales: \$0

Do you have a background in marketing or sales? Would you like to own your own business? We have an opportunity to purchase St. Louis territory with an award winning franchise that can be run from home! Simple to run with proven processes!



Location: Greater St. Louis Area **Asking Price:** \$35k plus \$1k per zone

Broker: Julie Pumfrey / (636) 208-0753 / julie@linkbusiness.com

Graphic Design and Printing Franchise Opportunity

ref: SL00059

SDE: Refer to Broker

Sales: Refer to Broker

Full-service promotional marketing company supplies visual communications and visibility needs, from custom clothing, embroidery, signage and wide format digital printing, along many other promotional products. Endless supply of customers and low overhead with small footprint. Franchisor will train owner, however, a background in graphic design would be a plus!



Location: Greater St. Louis Area

Asking Price: \$175,000 approx. cost for new franchise

Broker: Brennan Giesler / (314) 496-3281 / brennan@linkbusiness.com

Only \$25K Down for Print Production Business

ref: SL00058

SDE: \$35,000

Sales: \$166,097

Digital and press capabilities. B2B serving other businesses, fire and police departments, school districts and political campaigns. Customer request range from marketing and charity fund raising products to multi-color printing brochures, coffee mugs, shirts & posters. Owner is semi-retired and looking to retire completely to another state so ready to sell and willing to consider seller financing and all reasonable offers.



Location: Greater St. Louis Area

Asking Price: \$134,000 OR \$50K Down & Assume Business Debt

Broker: Brennan Giesler / (314) 496-3281 / brennan@linkbusiness.com

Internationally Recognized Fine Arts Business Opportunity

ref: SL00001

SDE: Refer to Broker

Sales: \$0

Business opportunity to own a business that would entail working with an internationally acclaimed artist.

This established Art business has 5 revenue streams that need to be developed: Reproduction, Licensing, Distribution, Publishing, and Promotion. With the cash payment to either purchase the business or deposit for a Seller Financing Agreement, the owner also seeks her contracted involvement as the artist in residence.



Location: Greater St. Louis Area **Asking Price:** \$295,000

Broker: Julie Pumfrey / (636) 208-0753 / julie@linkbusiness.com

Market Tested Children's Entertainment Business

ref: SL00002

SDE: Refer to Broker

Sales: \$0

Trademarked brand that includes printed children's books, interactive website universe of games, character merchandising and music CD's. The storyline and its characters create an exciting, NEVER ENDING story, with an unlimited amount of character and merchandising expansion. Owner is looking to sell company/intellectual properties, and would be available beyond the sale as a Writer and/or Creative Director for development of the brand.



Location: Greater St. Louis Area **Asking Price:** \$400,000

Broker: Julie Pumfrey / (636) 208-0753 / julie@linkbusiness.com

Relocatable Manufacturing Business Opportunity

ref: SL00018

SDE: Refer to Broker

Sales: \$0

The Pet Cooler Carrier offers an entry into the growing and profitable pet industry. This made in the USA, award winning product features a patented "green" cooling system using ice and natural convection. Hydration is also provided by the ice melt for cooling and hydration. Curtains provide shade and comfort as removable trays provide storage for foods, ice or medicines.



Location: Midwest **Asking Price:** \$350,000

Broker: Julie Pumfrey / (636) 208-0753 / julie@linkbusiness.com

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Master Franchise Opportunity - Pet Industry

ref: SD0031



SDE: \$507,319
Sales: \$972,264

Major Acquisition opportunity to purchase the United States Master Franchise in the pet industry with 150 plus current franchisees. The company is well positioned for expansion of 100 plus new franchisees. Franchisor has taken the inefficiencies out of the traditional business model for this category, outlined in the FDD, and has implemented a streamlined and proprietary system which has resulted in a nationally and internationally recognized brand. With this scalable business model, the Master Franchisee has an opportunity to build on this platform and continue to expand throughout the U.S. Excellent opportunity for an owner-operator, strategic buyer, corporate buyer, or as an add-on to a portfolio company.

Location: Southern California **Asking Price:** \$2,000,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

High Visibility Restaurant in Neighborhood Community

ref: SD00065

SDE: Refer to Broker
Sales: Refer to Broker



Located in one of the busiest communities in San Diego, this eclectic Mediterranean style restaurant has enjoyed serving the community since 2000. This is a prime location that enjoys great frontage, heavy drive-by and pedestrian traffic and convenient freeway access. The restaurant is approximately 1,839 SF and seats 50 inside and 9 outside and has a beer and wine license.

Location: San Diego County **Asking Price:** \$175,000
Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Trend Setting Boutique San Juan Capistrano

ref: SD00058

SDE: \$50,000
Sales: \$316,499



A charming, well known and trend setting Boutique and Gallery in the heart of San Juan Capistrano. An A+ location on a busy corner less than one block from Mission San Juan Capistrano. Within a year, there are two upscale hotels opening a short walk from the shop location. The owner has established a client list of over 2500 customers.

Location: Orange County **Asking Price:** \$99,000
Broker: Tom Burns / (949) 280-4272 / tom@linkbusiness.com

San Diego Coastal Fitness Studio and Boutique

ref: SD00060

SDE: \$46,388
Sales: \$197,000

Upscale health and fitness studio located in the center of a beachside residential and business community. This is a turn-key location that offers barre-based health and fitness classes with easy implementation of mat pilates and yoga to provide a well-rounded fitness experience. This facility has a main studio and a street storefront gallery for clothing, jewelry, and more.



Location: San Diego County **Asking Price:** \$70,000
Broker: Desiree Wilson / (619) 884-7922 / desiree@linkbusiness.com

Metro San Diego Specialty Fitness and Dance Studio

ref: SD00061

SDE: \$83,166
Sales: \$198,359

This is a stellar specialty fitness studio with dance styles for fitness, parties and special occasions. The business has a secure presence in the city with a facility over 1000SF with parking for patrons. The owner is in the studio less than 15 hours a week. There are qualified professionals teaching and the community is supportive of the business.



Location: San Diego County **Asking Price:** \$200,000
Broker: Desiree Wilson / (619) 884-7922 / desiree@linkbusiness.com

North County Fitness Center

ref: SD00062

SDE: \$0
Sales: \$60,000

Free Standing store front fitness center with ample parking in North County San Diego near freeways. Great street visibility and signage opportunities with high daily traffic counts. This space has approximately 5,800SF with 3 bathrooms and an open layout that would be ideal for Crossfit Style fitness. This gym is completely built out with reception desk, matted flooring, lighting etc.



Location: San Diego County **Asking Price:** \$200,000
Broker: Desiree Wilson / (619) 884-7922 / desiree@linkbusiness.com

Fast Casual Restaurant

ref: SD00064

SDE: \$32,911
Sales: \$131,445

Restaurant in a busy shopping center in the heart of Temecula is for sale. This is a fully turn-key fast casual establishment with approximately 975sf which seats 30. Most of the kitchen equipment was newly purchased just 3 years ago. The restaurant caters, with a large number of to-go orders and deliveries in addition to a busy dine in business. Consistent sales and record-breaking growth already for the first quarter of 2017. All inventory, furniture, fixtures, and equipment are included in this sale.



Location: Southern California **Asking Price:** \$80,000
Broker: Desiree Wilson / (619) 884-7922 / desiree@linkbusiness.com

Businesses for sale - LINK San Diego

Cafe and Wine Bar

ref: SD00059

SDE: \$36,470

Sales: \$188,645

Café and wine bar that serves espresso drinks, coffee, tea, smoothies and beer and wine for sale in up and coming "hip" neighborhood. Corner location with excellent visibility and signage. Café serves breakfast, lunch and tapas in a casual atmosphere. A popular place to study and/or socialize. The café is approximately 1700 SF with reasonable rent rolls.



Location: San Diego County **Asking Price:** \$80,000

Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

E-Commerce Yacht Apparel and Accessories Business

ref: SD00023

SDE: Refer to Broker

Sales: \$102,000

Turnkey Yacht Apparel and Accessories 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.



Location: Southern California **Asking Price:** \$350,000

Broker: Tom Burns / (949) 280-4272 / tom@linkbusiness.com

Iconic San Francisco Bar

ref: SD00028

SDE: Refer to Broker

Sales: \$1,098,342

One of the most famous Bars in San Francisco, this bar is approximately 3,200 SF, has a Type 48 Full Liquor License and local and national name recognition. Outstanding location, some of the highest drive-by and foot traffic in SF. Tons of media attention, and many years of being in business there is no lack of exposure for this booming bar.



Location: Greater San Francisco Bay Area **Asking Price:** \$800,000

Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

North County Auto Repair Shop

ref: SD00034

SDE: \$178,797

Sales: \$762,590

One of North County San Diego's premiere auto repair shops is available for purchase! Owner is retiring after operating this highly profitable business for over 20 years. This is a well-established full service automotive repair and star smog check business. Very desirable and visible central North County location. Business also has a repeat and loyal 20 year long customer base.



Location: San Diego County **Asking Price:** \$385,000

Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Promotional and Staffing Company

ref: SD00041

SDE: \$195,792

Sales: \$267,711

Excellent opportunity to own a high margin, profitable promotional & staffing business that services clients across 44 states. Company has contracts with major brands in the beverage industry, hospitality industry, sports, music, entertainment and various marketing companies. Company has a large and talented inventory of models and brand ambassadors.



Location: Southern California **Asking Price:** \$399,000

Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Popular South Orange County Restaurant

ref: SD00046

SDE: Refer to Broker

Sales: \$720,000

Established in 2000, this popular south OC restaurant near harbor has it all. Open for lunch and dinner with patio and a 47 liquor license, the restaurant has a beautiful dining room with bar and separate banquet hall for weddings and private functions. 3,700sf with rent of \$7,100/month. Gross sales average \$50,000 to \$70,000 per month in season.



Location: Orange County **Asking Price:** \$220,000

Broker: Tom Burns / (949) 280-4272 / tom@linkbusiness.com



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Coastal San Diego Yoga Studio

ref: SD00054

SDE: \$28,930

Sales: \$101,026

Established yoga studio with excellent Yelp Reviews in coastal San Diego is for sale. This studio is well known and highly regarded in the community. The studio has a loyal customer base and offers monthly memberships and drop-in class options. The approximately 650SF studio can accommodate up to 25 students per class. New operator could add classes and increase revenues.



Location: San Diego County **Asking Price:** \$60,000

Broker: Caroline Guidi / (310) 529-5039 / caroline@linkbusiness.com

North County San Diego Coastal Restaurant

ref: SD00055

SDE: Refer to Broker

Sales: \$326,339

With indoor and outdoor patios, ocean views, and ample parking, this is a rare find in the North County San Diego Coastal Market. Established over 16 years ago, this location has all the attributes that restaurant owners look for including Beer & Wine license, parking, frontage, signage opportunities, excellent pedestrian and drive-by traffic, and patios with views on HWY 101.



Location: San Diego County **Asking Price:** \$195,000

Broker: Adam Gilman / (858) 449-9996 / adam@linkbusiness.com

Salon and Day Spa South Orange County

ref: SD00056

SDE: \$171,696

Sales: \$1,221,543

Very popular full service salon and day spa in South Orange County offering a myriad of services including hair, skin, massage, medi-spa treatments and more.



Sales exceed \$1 million a year in services, very desirable lease and reasonable rent. Very special opportunity for a licensed stylist or licensed Dermatologist who wants to expand the services and grow an already successful business.

Location: Orange County **Asking Price:** \$700,000

Broker: Tom Burns / (949) 280-4272 / tom@linkbusiness.com

Chic Beachside Boutique with Upscale Clientele

ref: SD00066

SDE: Refer to Broker

Sales: \$6,902

This coastal city high-end couture boutique is a must see. It comes with rent paid up through February 9, 2018! Sale also included a POS system and full inventory ready for Summer shopping in this beach city. The inventory retails at over \$70,000 and the showroom is set up and ready for the new owner's entrance.



Location: San Diego County **Asking Price:** \$70,000

Broker: Desiree Wilson / (619) 884-7922 / desiree@linkbusiness.com

Pool and Architectural Landscape Design Company

ref: SD00068

SDE: Ref to Broker

Sales: \$0

This is a world renown award winning artistic pool, spa and exterior design/ construction company with over 20 years of experience. Licenses include B and C53 contractors with accompanying bonds and insurances. The phone number, customer and vendor list, email, website, hosting and domains are all included. This business has been a referral machine with a wide array of clients.



Location: San Diego County **Asking Price:** \$300,000

Broker: Desiree Wilson / (619) 884-7922 / desiree@linkbusiness.com

Popular Pizza Franchise Available

ref: SD00067

SDE: \$50,000

Sales: \$400,000

Known for its delicious artisan pizza, this pizza franchise was established 4 years ago in a busy South Orange County Shopping Center. They offer dine in, take out, and delivery options and have a beer and wine license. Approximately 1,240SF restaurant with outdoor patio. Rent is only \$3,800/month.



Location: Orange County **Asking Price:** \$185,000

Broker: Tom Burns / (949) 280-4272 / tom@linkbusiness.com

Authentic and Charming Italian Bistro

ref: SD00050

SDE: \$84,000

Sales: \$540,000

Authentic and charming Italian Bistro for sale in South Orange County. Recently remodeled with 1,100sf plus large outdoor patio. Seats 30 inside and 30 outside. Serving lunch and dinner daily with beer and wine. Strong catering business. Sales \$540,000 and growing. Adj. net \$7,000-8,000 a month.



Location: Orange County **Asking Price:** \$295,000

Broker: Tom Burns / (949) 280-4272 / tom@linkbusiness.com

Profitable Fitness Boxing Gym Franchise

ref: SD00052

SDE: \$70,446

Sales: \$410,296

Recognized nationwide, this well branded boxing/kickboxing franchise is continuing to grow and expand. This 3,500 SF facility is located in an affluent community in a high traffic retail center with ample parking. The gym currently has over 300 active members. Elite trainers provide high intensity group boxing/kickboxing classes and personal training, drawing both the fitness clientele and the avid boxer.



Location: San Diego County **Asking Price:** \$175,000

Broker: Steven Fastuca / (949) 887-2793 / steven@linkbusiness.com

Businesses for sale - LINK Dallas

Texas Billboard Company

ref: DL0001

SDE: \$100,000

Sales: \$121,000

Billboard Company in Southeast Texas is for sale. Great locations with long reads and all structures are steel monopole units with long term leases and in very good operating condition. The Plant is 80% sold with long term, good paying clientele. This is a turn key operation ready for sale.



Location: South Texas **Asking Price:** \$675,000

Broker: Tom Diedrich / (214) 316-5882 / tom.diedrich@linkbusiness.com

Auto Repair and Service Shop in DFW

ref: DL00021

SDE: \$39,000

Sales: \$153,078.46

Auto repair business near DFW airport. Operation started August 2016, near major highway, absentee owner. Clean, new equipment and tools from reputable brands. All inventory is included. The asking price consist mostly of asset value, \$100,000. All shop inventory and items included for new owner. Monthly sales average \$40,000. Great opportunity for a new or experienced buyer.



Location: North Texas **Asking Price:** \$130,000

Broker: Yehuda Soewargo / (817) 584-8614
yehuda.soewargo@linkbusiness.com

Growing Hydraulic Repair Business

ref: DL00010

SDE: \$150,000

Sales: \$460,000

Thirty-two-year hydraulic repair business for sale. Owner has a vast experience in the hydraulic industry and has built a great reputation for the business.



The business is in North Texas but serves all DFW metroplex. Room for growth and expansion. The hydraulic industry is booming. Sales increases year by year. The business is turn key!

Location: North Texas **Asking Price:** \$375,000

Broker: Yehuda Soewargo / (817) 584-8614
yehuda.soewargo@linkbusiness.com

State Franchise Territories Available / Home Improvement

ref: DL00004

SDE: Refer to Broker

Sales: Refer to Broker

Are you tired of making profits for someone else? Does working for yourself, building your OWN business and putting YOUR hard-earned profits into your pockets appeal to you? Are you ready to sell the industry's Premier product into your marketplace? Owning your own State and building your own team? Be the FIRST to own YOUR own STATE here in the USA!



Location: United States **Asking Price:** \$220,000 to \$260,000

Broker: Tom Diedrich / (214) 316-5882 / tom.diedrich@linkbusiness.com

Franchise Opportunity / Home Improvement

ref: DL00005

SDE: Refer to Broker

Sales: Refer to Broker

Are you tired of making profits for someone else? Does working for yourself, building your OWN business and putting YOUR hard-earned profits into your pockets appeal to you? Are you ready to sell the industry's Premier product into your marketplace? An Australian based home improvement business is selling Franchise Rights. Be the FIRST to join this Successful Team here in the USA!



Location: North Texas **Asking Price:** \$40,000

Broker: Tom Diedrich / (214) 316-5882 / tom.diedrich@linkbusiness.com

Iconic North Texas Burger & BBQ Restaurant

ref: DL00007

SDE: \$135,000

Sales: \$390,000

Very successful iconic burger and BBQ restaurant for sale in North Texas! Family owned and operated for 23 years!

They have been serving up mouth-watering Burgers, BBQ, salad and fixin's for new and loyal customers who come from miles around to enjoy their food.

This is a great opportunity!



Location: Central Texas **Asking Price:** \$290,000

Broker: Tom Diedrich / (214) 316-5882 / tom.diedrich@linkbusiness.com

Profitable Himalayan and Indian Restaurant

ref: DL00009

SDE: \$204,000

Sales: \$840,000

One of a kind Himalayan and Indian restaurant, a unique and very profitable business for Sale! Guaranteed profits to be made from day one of operation. Very low operating expenses.



This restaurant is very popular throughout the Himalayan and Indian communities with very little advertising utilized. Everything in the restaurant is included. Great opportunity!

Location: North Texas **Asking Price:** \$390,000

Broker: Yehuda Soewargo / (817) 584-8614
yehuda.soewargo@linkbusiness.com

Successful Medical Practice For Sale in North Texas

ref: DL00008

SDE: \$392,900

Sales: \$786,000

Profitable family medical practice situated in a prime location with a A+ reputation for the past 20+ years. A loyal client base keeps on growing year by year. A great opportunity for any medical practitioner whether new or experienced to acquire such a prestigious medical practice. The business is perfect for anybody trying to relocate or expand of their current business.



Location: North Texas **Asking Price:** \$800,000

Broker: Yehuda Soewargo / (817) 584-8614
yehuda.soewargo@linkbusiness.com

Home Health Care License, Major Counties in DFW ref: DL00013

SDE: Refer to Broker

Sales: Refer to Broker

The home health care license services major counties in the DFW metroplex. Perfect for current or an established home health care business. With over 7 million people under this license. Huge growth potential to any health care business. Medicare certified and contracted with Medicaid and PHC. There are currently no patients on service. This is to purchase a clean license only.



Location: North Texas **Asking Price:** \$250,000

Broker: Yehuda Soewargo / (817) 584-8614
yehuda.soewargo@linkbusiness.com

Est Tire, Alignment, & State Inspection Auto Repair Shop ref: DL00016

SDE: \$55,000

Sales: \$168,000

Have you been looking to own an auto service and repair shop? Well, look no further, we have one just for you.

This shop specializes in a variety of automotive services; new and used tire replacement, alignment, oil change, state inspection. Low rent, multiple bays, lifts and space for growth.

Perfect for a new or experienced auto mechanic!

Location: North Texas **Asking Price:** \$125,000

Broker: Tyrone Newell / (214) 563-7114 / tyrone.newell@linkbusiness.com



Asian Themed Movie Theater for Sale! ref: DL00023

SDE: \$31,000

Sales: \$195,000

Our client is selling their Asian-themed MOVIE theater for \$280,000. Located just north of Dallas, this theater is easily accessible and seated within the heart of the Asian community and walking distance from the nearby, very popular, Asian mall. With state-of-art digital projectors, 2 screens, concession stand/grill and approximately 4,750 square feet leased space, this local theater is an oasis.



Location: Central Texas **Asking Price:** \$280,000

Broker: Tyrone Newell / (214) 563-7114 / tyrone.newell@linkbusiness.com

Billboards and Land Leases for Sale in Central Texas ref: DL00002

SDE: \$35,000

Sales: \$75,000

Billboard Company with great locations that are currently generating revenue. This opportunity consists of existing Digital Inventory and city approved digital permits yet to be built on land secured by long term leases. Grow your presence in this ever-growing major metropolitan market with the latest technology in the industry, or the chance to become digital player in this market!



Location: South Texas **Asking Price:** \$740,000

Broker: Tom Diedrich / (214) 316-5882 / tom.diedrich@linkbusiness.com

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Businesses for sale - LINK Raleigh

Specialty Products Intl LTD

ref: RL00036



SDE: \$50,000

Sales: Refer to Broker

The award-winning brewery has a product range to include malt extract manufacture, brewpub equipment manufacture, and in-house large scale brewing capacity. The business holds multiple patents and copyrights on intellectual property. The business has many hard assets: 20 sq ft lauder tub, 13,000lb grain bill, multiple fermenting/storage tanks, steam boilers and large walk in refrigeration. Loyal employees and owner willing to train.

Location: Triangle Area **Asking Price:** \$1,500,000

Broker: David Buboltz / (919) 299-9880 Ext 101 / david@linkbusiness.com

Upscale Restaurant For Sale

ref: RL00015

SDE: \$250,000

Sales: \$862,000

This restaurant has been in business in the same location for 25 years. Notable features include beautiful courtyard seating, romantic indoor dining, a large selection of wines, and a fully stocked bar. This restaurant has been featured in national magazines, visited by celebrities, and voted as one of the top establishments in its community. Owner is selling for retirement.



Location: Piedmont Area **Asking Price:** \$395,000

Broker: Daniel Buboltz / (919) 299-9880 ext 102 / daniel@linkbusiness.com

Profitable Coldstone Creamery

ref: RL00012

SDE: \$88,100

Sales: \$261,000

This well-established Cold Stone Creamery is located in a prominent 1,600 sq ft retail space. High volume foot traffic and renowned neighboring businesses ensure profitability all year around. Reliable management is in place which allows owner to work in store only 15 hours per week. The franchise transfer fee is included in the asking price along with \$1,500 in inventory.



Location: Triangle Area **Asking Price:** \$195,000

Broker: Daniel Buboltz / (919) 299-9880 ext 102 / daniel@linkbusiness.com

Auto Repair Shop with Real Estate

ref: RL00040

SDE: \$120,000

Sales: Refer to broker

Full service auto shop. Stand alone building on a 2+ acre lot. Sustainable repeat business of loyal customers. 3 bays, 2 lifts, three-phase power for air compressors, complete collection of shop tools, tire machine and balancer, brake lathe, drill press, bead blaster, welder, plasma cutter, and other valuable assets.



Location: Cumberland County **Asking Price:** \$300,000

Broker: Daniel Buboltz / (919) 299-9880 ext 102 / daniel@linkbusiness.com

Highly Profitable Floor Covering Installer & Showroom

ref: RL00029

SDE: \$195,100

Sales: \$1,108,500

Serving the community for over 20 years. Includes showroom, floor covering installation division, carpeting cleaning division, fleet of well-maintained vehicles, large carpet cutter and other necessary equipment, and ample product storage space. Strong brand name and loyal customers with repeat business. Located on a main street corner lot and close to a freeway. Detailed financials. Growth potential. Selling for retirement.



Location: Triangle Area **Asking Price:** \$595,000

Broker: Daniel Buboltz / (919) 299-9880 ext 102 / daniel@linkbusiness.com

Existing Post Net Franchise

ref: RL00008

SDE: \$32,000

Sales: \$135,000

This packing, shipping and copying business has been providing the community with quality business services in the same location for the past 17 years. Business services include mailbox rentals, notary, packing and shipping, printing, copying, fax, promotional products, etc. This business has a great reputation and loyal customer base. All equipment and inventory is included in asking price.



Location: Triangle Area **Asking Price:** \$45,000

Broker: Daniel Buboltz / (919) 299-9880 ext 102 / daniel@linkbusiness.com

Profitable Italian Restaurant

ref: RL00004

SDE: \$120,000

Sales: \$485,500

This profitable Italian restaurant has been satisfying customers for over 35 years. Authentic Italian food, pizza, beer and wine, indoor and outdoor seating, catering, great reputation, and loyal customers. Located on a busy street with well-known neighboring businesses. Owner is selling for retirement. All equipment and inventory is included in asking price. Financing and training offered by owner.



Location: Triangle Area **Asking Price:** \$249,000

Broker: Daniel Buboltz / (919) 299-9880 ext 102 / daniel@linkbusiness.com

Businesses for sale - LINK Raleigh

Award-Winning Marketing Franchise

ref: RL00002

SDE: Refer to broker

Sales: Refer to broker

Have you ever dreamed of running a business of your own from home? Have you ever wished to have the flexibility of setting your own work schedule while still making a good living? Look no further! This home-based marketing franchise may be the perfect fit for you.



Location: North Carolina

Asking Price: \$35,000 plus \$1,000 per marketing territory

Broker: Daniel Buboltz / (919) 299-9880 ext 102 / daniel@linkbusiness.com

Transportation and Taxi Business

ref: RL00006

SDE: \$28,000

Sales: \$50,000

This transportation business has been meeting this high demand for over the last 10 years with integrity and reliability. Loyal clients know they can call this business any hour of the day and they will receive respectful service in a timely manner. The business website is very impressive and it allows clients to make online reservations.



Location: Triangle Area **Asking Price:** \$65,000

Broker: Daniel Buboltz / (919) 299-9880 ext 102 / daniel@linkbusiness.com

Highly Profitable Sports Bar & Restaurant

ref: RL00054

SDE: \$401,300

Sales: \$1,935,000

This highly profitable sports bar and restaurant has been in business for over 17 years and has become an iconic place in the area. It is over 9,000 square feet and includes a full bar, dance floor, covered outdoor smoking patio, ample parking, and great food. The real estate is also available for sale. Over 40 employees.



Location: Piedmont Area **Asking Price:** \$650,000

Broker: Daniel Buboltz / (919) 753-7151 / daniel.buboltz@linkbusiness.com

Environmentally Friendly Dry Cleaner Asset Sale

ref: RL00009

SDE: Refer to broker

Sales: Refer to broker

A leader in the dry cleaning industry. Powered by GreenEarth. Dry cleaning is a recession-proof industry - clothes will always get dirty and need to be cleaned. Asset sales include all of the state of the art equipment for both plant and storefront, computer and touch screen systems, initial inventory, first year GreenEarth license, and training period for new owner.



Location: Triangle Area **Asking Price:** \$380,000

Broker: Daniel Buboltz / (919) 299-9880 ext 102 / daniel@linkbusiness.com

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Businesses for sale - LINK Phoenix

Beautiful Yoga Studio for Sale!

ref: PH00002

SDE: \$0

Sales: \$62,300

Dreamed of owning your studio? Phoenix Metro 2900+sf sanctuary is now available. \$300k+ invested to create the perfect environment. Sports flooring in yoga room; hot or Bikram yoga available due to ARES Custom Heating Unit & Humidifier; men & women's dressing rooms with showers; near major freeway; spacious and gracious, a dream come true. Drop-in, monthly and yearly memberships.



Location: Central Arizona **Asking Price:** \$125,000

Broker: Lisa Riley / (480) 686-9031 / lisa.riley@linkbusiness.com

Lock & Key Business—Includes \$80k+ in Real Estate

ref: PH0013

SDE: \$14,000

Sales: \$60,000

Well established lock and key shop has provided service for over 50 years! Located on a major thoroughfare in a busy commercial & residential area in the Phoenix Metro area. They provide in-shop and contract for on-sight service for residential and commercial customers. Huge Inventory and Equipment. Needs mobile service as easy revenue is turned away. Has many repeat customers.



Location: Central Arizona **Asking Price:** \$40,000 + \$80k in RE

Broker: Lisa Riley / (480) 686-9031 / lisa.riley@linkbusiness.com

Profitable Auto Repair Center – Be Your Own Boss

ref: PH00041

SDE: \$229,000

Sales: \$945,000

Independent auto repair center with \$890,000 average sales past three years. 2016 cash flow-\$229,000. 15 years goodwill, excellent reputation for honesty, outstanding customer service and positive Internet reviews. Includes: state-of-the-art equipment required to run a domestic and import auto repair business, including brakes, oil change, engine performance, electrical, steering and suspension, starting and charging, heating, cooling and classic restorations. SBA pre-qualified.



Location: Southern Arizona **Asking Price:** \$400,000

Broker: Lisa Riley / (480) 686-9031 / lisa.riley@linkbusiness.com

Profitable Specialty Retail Business

ref: PH00024

SDE: \$96,600

Sales: \$611,800

Are you creative?

Do you enjoy bringing fun and enjoyment to customers of all ages and abilities?

If yes, then this may be the perfect calling for the next chapter in your life as the owner of this well-established business.

Excellent reputation for quality, trusted service, this business offers You a unique opportunity to control your own destiny.



Location: Central Arizona **Asking Price:** \$174,900 + \$200,000 inventory

Broker: Lisa Riley / (480) 686-9031 / lisa.riley@linkbusiness.com

Profitable Plumbing Company

ref: PH00035

SDE: \$159,000

Sales: \$405,300

Well established with 25 plus years of goodwill and excellent reputation, 2 trucks, 2 non-related employees and a small storage location, great financial records and both commercial and residential customers, this business has maintained profitability throughout the years. The owner provides estimates and supervision. Due to retirement, the owners wish to sell the business.



Location: Central Arizona **Asking Price:** \$230,000

Broker: Lisa Riley / (480) 686-9031 / lisa.riley@linkbusiness.com

Profitable 20 Plus Year Specialty Construction Company

ref: PH00030

SDE: \$122,000

Sales: \$1,647,000

Cash flow day one! Well established with 20+ years of goodwill and excellent reputation. Works with owners and subs from design to installation. The owner provides estimates and supervision.

With a great reputation for quality, convenience and trusted service, this owner business is on a growth trajectory. Due to retirement and health issues, the owners wish to sell the business.



Location: Central Arizona **Asking Price:** \$300,000

Broker: Lisa Riley / (480) 686-9031 / lisa.riley@linkbusiness.com

Highly Profitable Collision, Paint and Auto Repair

ref: PH00025

SDE: \$265,000

Sales: \$575,000

Services all makes and models of domestic and import cars and trucks, including performing specialty paint, customization, restoration and full mechanical repair services. SBA Pre-Approved. 5,900sf building, 24 service bays, 5 lifts, paint booth, 10+ years of goodwill and excellent reputation, Tow Truck and Rental Vehicles and Optional RE Purchase or Lease for \$3900/month.



Location: Central Arizona **Asking Price:** \$445k +\$5k Invent. adj @ closing

Broker: Lisa Riley / (480) 686-9031 / lisa.riley@linkbusiness.com

Well Established Profitable Fire Suppressant Company

ref: PH00026

SDE: \$181,000

Sales: \$240,000

Amazing opportunity to purchase an independent fire suppressant company with average sales of \$175,000 over the past three years with continued sales growth. Good accounts and contracts. This profitable business generates over \$100,000 in cash flow, affording you an outstanding salary, even after debt service. 10+ years of goodwill, excellent reputation for customer service and long-term clientele. Can be home-based!



Location: Central Arizona **Asking Price:** \$150,000

Broker: Lisa Riley / (480) 686-9031 / lisa.riley@linkbusiness.com

LINK Manages Business Sales in a Planned and Orderly Manner

Preparation

"Grooming" your business for its sale by maximizing its efficiency, earnings potential and presentation. Minimizing costs and increasing profit by as little as \$5,000 per year could add thousands to the sale price. We can assist you in recasting your P&L Statement in determining the true SDE (Seller's Discretionary Earnings) of your business.

1

Valuing Your Business

There are several methods of valuing a business. In most cases LINK uses a combination of these to determine the most realistic selling price. The methodology used must be accurate and appropriate for your type of business, and be able to withstand scrutiny by financial professionals. These are established methodologies for most business categories, but they can only be used as a guide. Every business is unique, which is why it is so important to deal with brokers who have proven experience in establishing true market value.

2

Listing

We list your business with a Representation Agreement, which is legally required before we can start the selling process. We also simultaneously fill out a Business Fact Sheet which gives us all the required information for properly describing your business to potential Buyers and an Agency Disclosure explaining our agency relationship with you and the Buyers. If you are a corporation or an LLC we will also need a shareholder/member Authorization.

3

Information Memorandum

A comprehensive sales and marketing document prepared by LINK providing a detailed overview of your business. The document must be crafted to ensure it is accurate and honestly represents your business and its benefits. It can get potential Buyers of your business excited about it or if not done properly, it can cause them to overlook it.

4

Identifying Buyers

Some businesses listed with LINK sell before they are publically advertised. LINK maintains a large database of qualified Buyers seeking businesses in all sectors. As independent professionals, LINK brokers are able to discreetly approach these Buyers in queue that we believe might be interested, without divulging information that might identify your business.

5

Marketing

LINK is one of the largest business sales marketers and advertisers in the world. Our marketing programs are closely monitored and through experience, we know which approaches are most effective. Our Information Memorandum, our ads, our magazine, our brochures, our web presence and other marketing and sales tools are carefully prepared to attract Buyers without identifying your specific business.

6

Finding "Real" Buyers

Acting as an Independent third party, LINK brokers are able to maintain confidentiality until Buyers have been checked for buying capability – education, experience and finances. Checking a buyer to ensure their intentions are "real" is often a surprisingly time-consuming and difficult process. Statistics show that for every ten inquiries about a business for sale generated by a marketing campaign, only one is a "real" Buyer.

7

Purchase Agreement

After a Buyer has reviewed the Information Memorandum, met with the owner, viewed the business and expressed interest, a Purchase Agreement is negotiated and signed by both Buyer and Seller. Commercially sensitive details are not supplied at this stage.

8

Disclosure & Due Diligence

The signing of the Purchase Agreement does not necessarily mean the business is sold; the Seller and Buyer will now conduct the seller and buyer disclosure which consist of a series of questions about each other. Next they will each verify the information about the Seller and Buyer during a due diligence period. The due diligence process generally takes five to ten working days, although for more complex businesses, it can take longer.

9

Conditions Removal & Closing

Once all the conditions in the Purchase Agreement have been satisfied, the business checks out and the Buyer checks out, the Conditions Removals are signed and escrow will be opened. Escrow is a means, time period and trust arrangement during which the paperwork required for the sale of a business is processed. Escrow acts as a "neutral" agent of Seller, Buyer and Broker to collect documents, money and to distribute the same pursuant to escrow instructions as directed by the principals. The seller usually assists in the business for an agreed period after the sale, to train the new owner and facilitate a smooth transition.

10

Most businesses listed for sale with LINK, sell within 3 to 8 months, although large and complex businesses may take longer. Once an offer is received, it generally takes around 4 to 8 weeks to complete the sale process.

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For your FREE guide, or a confidential broker's opinion of value of your business, call 844-840-5600.



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Selling your company with LINK gives you access to our expert knowledge, offering you marketing plans, valuations and guidance from your own personal LINK broker. LINK is the answer to the question 'how do I sell my business?' No matter what area of business you are in; small, large, franchise or rural, we will find the best LINK broker for you and put you in touch with serious buyers.



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