



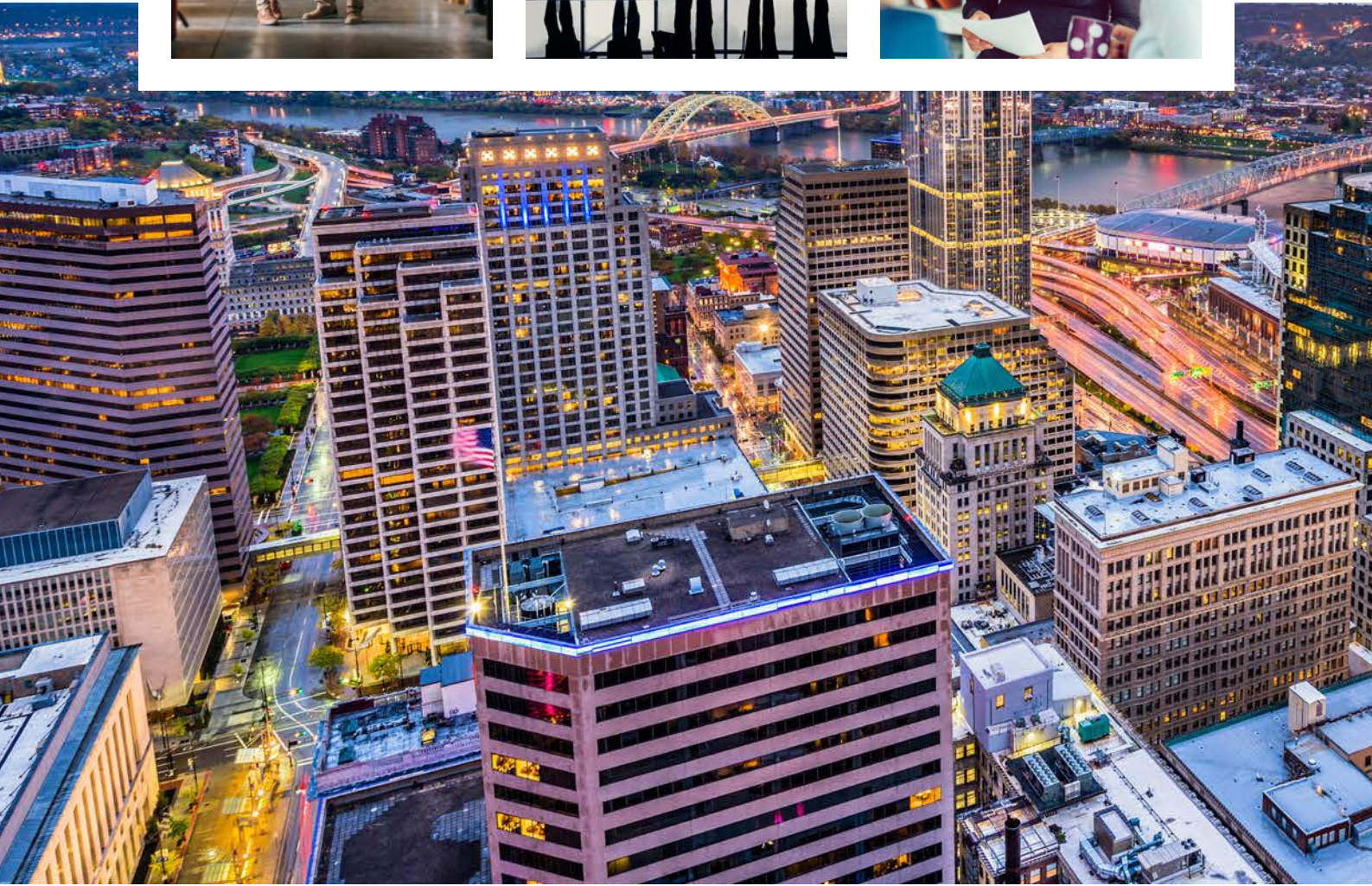
**BERKSHIRE  
HATHAWAY**  
HOMESERVICES  

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PROFESSIONAL  
REALTY

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## **BUSINESS BROKERAGE SERVICES**



# WHY USE BERKSHIRE HATHAWAY HOMESERVICES PROFESSIONAL REALTY TO SELL YOUR BUSINESS?

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- We'll help you "Harvest the best value for the business you have built"
- BHHS Pro is part of the network that is one of the largest real estate firms in the nation with the most resources
- The company's reputation precedes itself and the people
- We are so careful to protect your confidentiality and your business details
- The size of the organization provides the most possible contacts for viable buyers
- Our people follow consistent proven processes

**Most importantly, we get results for our clients!**



[www.TheRealEstate.Pro](http://www.TheRealEstate.Pro)

**BERKSHIRE  
HATHAWAY** | PROFESSIONAL  
HOMESERVICES | REALTY





# COMMERCIAL SERVICES

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**Our extensive range of services are customized to optimize solutions for you at every phase of a transaction, from beginning to end. It's real-world experience that includes:**

- Acquisition and Disposition
- Relocation Services
- Landlord and Tenant Lease Representation
- Rent Review and Lease Renewal
- Lease Administration
- Corporate Real Estate Service
- Market Research and Analysis
- Distressed Asset Management Services
- Property Valuation
- Location/Site Selection
- Property and Facilities Management
- Investment and 1031 Tax-Deferred Exchanges
- Property Development Consulting Services
- Access to Nationwide Investors
- Property/Tax Appeal Evaluation

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# THE BUSINESS SELLING PROCESS, STEP-BY-STEP:

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1. Meet with Berkshire Hathaway HomeServices Professional Realty to review the current business and Determine the Business Owner selling goal(s)
2. Planning your business to sell, organize records and the business processes
3. Retain Berkshire Hathaway HomeServices Professional Realty brokerage firm to sell the business
4. BHHS Pro compiles a valuation of the business – the broker compiles this data
5. Business broker prepares the Business CBP (Confidential Business Profile) Document
6. Business broker and Owner agree on Marketing information / plan and kick-off process
7. Business broker markets the Business through multiple means
8. Business broker begins to work with acceptable buyers
9. An offer is made by a buyer facilitated by the broker, work on agreeable deal structure
10. The buyer performs Due Diligence
11. Begin the Closing process with the assistance of the BHHS Pro broker
12. Finalize the Closing transaction between seller and buyer



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# KEY DOCUMENTS IN THE PROCESS:

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- NDA
- Business Contract engagement
- Business Marketing Highlight summary
- Valuation Calculation format
- Confidential Business Profile (CBP)
- LOI
- Purchase Agreement



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# BUSINESS BROKERAGE CONSULTING SERVICES END-TO-END

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# 1

## Consulting for selling preparation

- Evaluate readiness to sell your business
- Prepare Business Valuation
- Assess Near-term improvement actions

# 2

## Business improvement steps

- Near-term Sales growth
- Expense improvements ideas
- Implement Process improvements

# 3

## Selling transition process

- Marketing document preparation
- Assess Buyer opportunities
- Review with Potential buyers
- Develop deal structure
- Facilitate Due diligence
- Assist in Deal structure
- Finalize transition

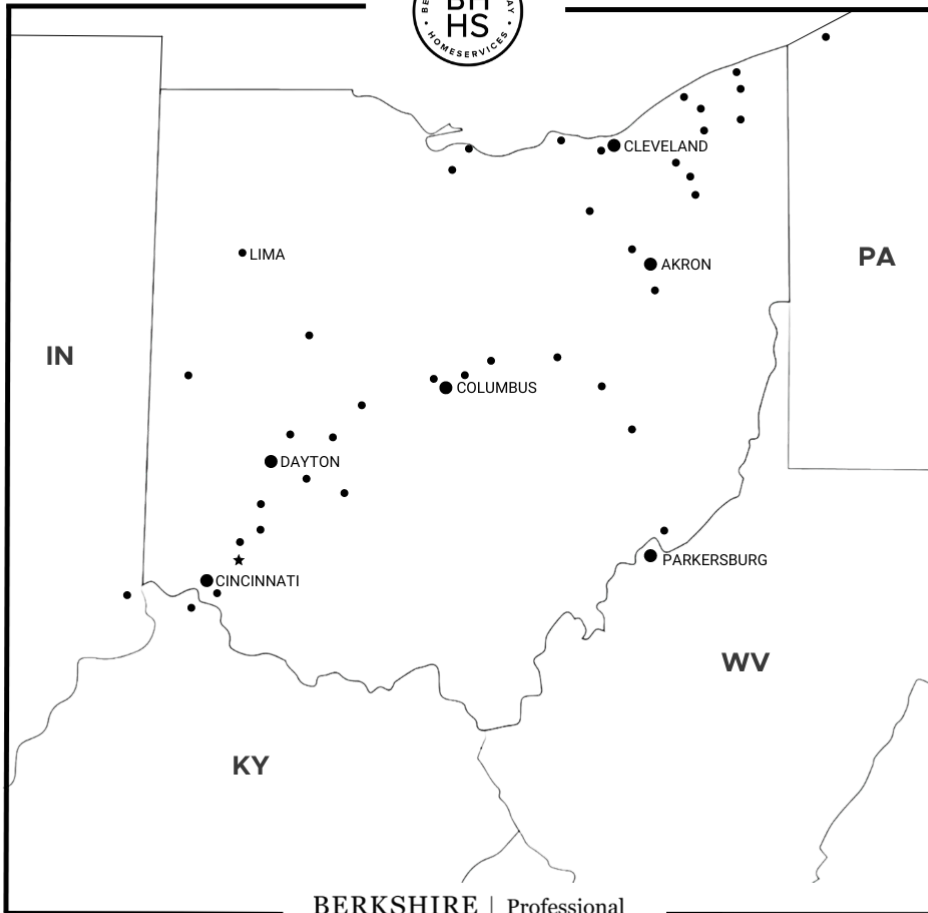
**We lead the selling process while you run the business**

**The effective planning to "Harvest the value out of your business legacy"**

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## *Contact Us*

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