

## 10 Questions Sellers Should Ask A Broker.

- Are you a Certified and Registered Broker/Intermediary?
- Are you affiliated with any business brokerage associations or trade groups?
- Will you provide any references? (Sellers, Attorneys, etc.)
- How will you determine how much I should ask for my business?
- Will you display my business on any Internet sites? If so, how many?
- How, other than the Internet, will you market my business?
- How can you help me to qualify a potential Buyer while protecting my Confidentiality?
- Under what circumstances will you show my business?
- How often will you contact me about what is going on?
- Can you please tell me about you and your firm?

**We are the business  
broker professionals.  
We will protect, promote  
and help sell your business.**



If You Are Ready To retire From Business Ownership  
Here Is What Dailey Resources, Inc., Can Do For You . . .

**1. Evaluate your Business:** Most for sale by owner businesses sell at 35% to 45% below market value. The number one reason is lack of knowledge of fair market value of the business. We provide an objective evaluation by a business evaluation professional.

**2. Buyer Search & Qualification:** Through Dailey Resources, Inc.'s extensive network, it has access to numerous potential buyers. Before a buyer receives any general information about your business, the Buyer must provide information documenting financial stability and ability to pay for your business.

**3. Confidentiality:** The potential Buyer must also sign a Confidentiality Agreement guaranteeing strict secrecy regarding your business and your proprietary information PRIOR to receiving any specific information about your business.

**4. Negotiation:** Our negotiation skills and expertise allows us to negotiate with the Buyer to maximize profitability of the sale.

**5. Appropriate Deal Structuring including Accounting and Tax Implications:** Along with appropriate professionals, we can assist whether an asset sale, leveraged buy-out and/or assumption of debt, as well as a multitude of other deal factors, is the best deal structure for YOU.

**6. Closing:** We will coordinate with legal counsel in the completion of the proper documents, such as Covenants Not to Compete and other documents that may need be prepared prior to the Closing and assisting you to the very end.



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