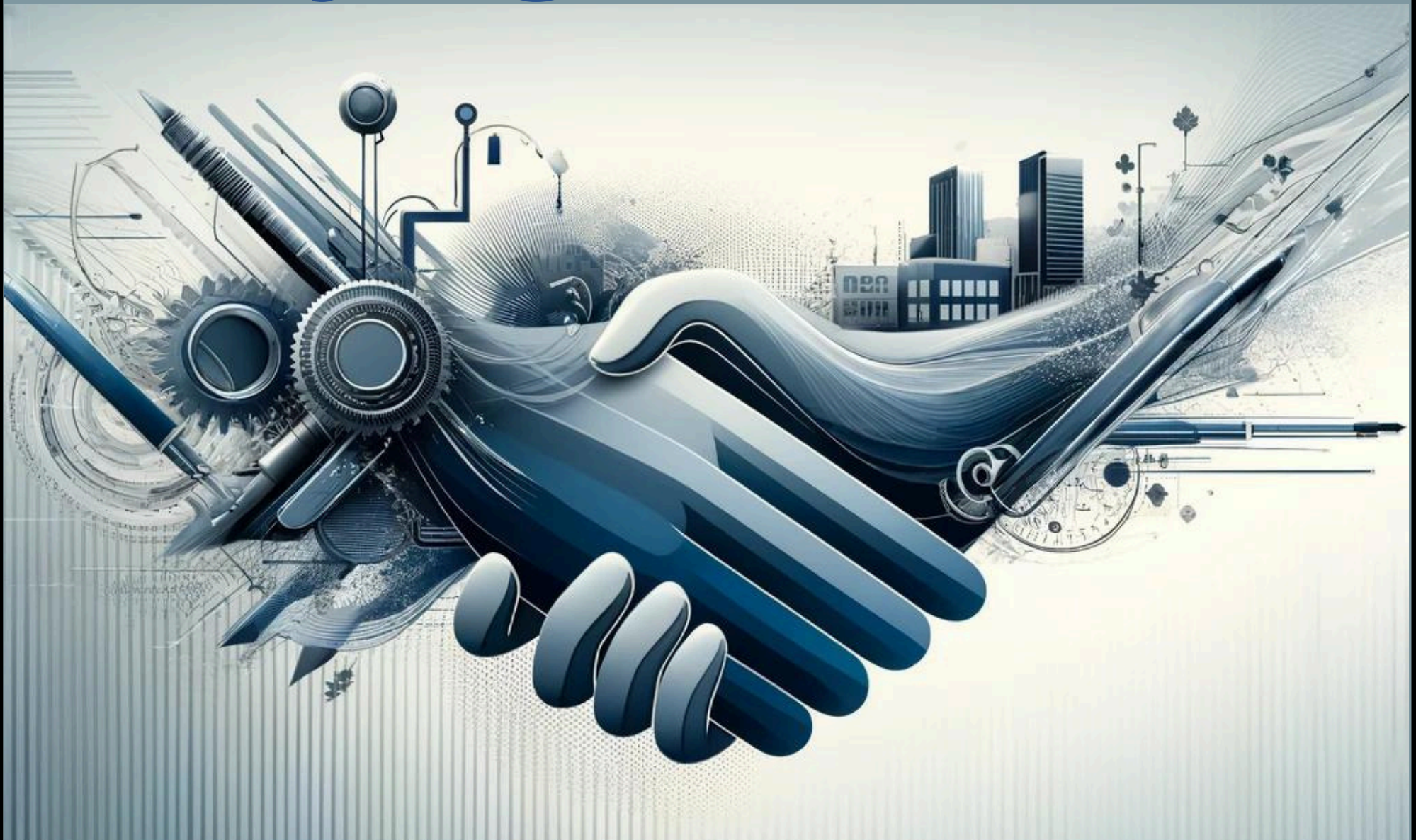


# HOW TO BUY A BUSINESS

It's Easier and More Affordable than You Think

## Three Steps to Buying a Business





# HOW TO BUY A BUSINESS

## Have You Always Dreamed of Owning your Own Business 3 Steps to Achieving Your Entrepreneurial Dreams

It is much easier and more affordable to buy an existing business that already has cash flow. Stop dreaming about being your own boss and take action this year to get away from making someone else's dreams come true; and enjoy the freedom owning your own business can offer. Identify a list of ideal business industries that would work for you. Then seek out businesses for sale in those industries or similar industries. Finally, get the financing to purchase the business. These three topics will be elaborated on over the next few pages of this PDF document.



**Dr. Jason J. Hubler, DBA**  
**Doctorate of Business**  
**Administration**



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ABOUT BUYING A BUSINESS**

# HOW TO BUY A BUSINESS

## Step 1

### Identifying the Right Business

- 1.) Type up a list of what you would love to do for the rest of your life if you could. Examples would be “create things”, “work with people”, “provide business services”, etc...
- 2.) Type up a list of skill sets that you have and love to do. Examples would be; “creative”, “handy with tools”, “people skills”, “organizational”, “marketing”, “sales”, etc...
- 3.) Determine when you are willing to work. Take into consideration if you are married, in a relationship, have kids, or other responsibilities. Working 24/7 doesn't allow for much of a personal life.
- 4.) Determine how much you want to make per year after debt service is paid. For example, if the business net income is \$150K and the debt payment to buy the business is \$50K, then you will net \$100K before taxes.
- 5.) Brainstorm a list of industries that will allow you to maximize the activities you love and the skills you are good at; within the working hours you want to engage. For example, if you are into food and cooking, but don't have people skills, and want to work Monday through Friday 9am to 5pm; don't buy a Restaurant Business; but a Food Wholesale Distribution company may be a good option.

**CLICK HERE TO FILL OUT  
A BUYER PROFILE**



# HOW TO BUY A BUSINESS

## Step 2

### Find & Negotiate Businesses for Sale

Biz Buy Sell is the top website for marketing businesses for sale. You can search for businesses based on industry, geography, and income. You can enter your contact info to get additional information on the business. You should expect to sign a Confidentiality Agreement (NDA) to get detailed info.



### Work with a Business Intermediary Professional



Call a Business Intermediary who can help you as the buyer to navigate the process

- Making an offer with a Letter of Intent;
- Reviewing Due Diligence business info
- Negotiating the final terms
- Building a professional team of Attorney, Accountant, and Others
- Assisting with the transition of ownership and attaining business resources for SUCCESS

**CLICK HERE TO  
START SEARCHING**



# HOW TO BUY A BUSINESS

## Step 3

### Get Funding to Buy Business

The SBA allows lenders to provide small business & real estate loans with as low as 5% down from the Buyer over 10 years to 25 years. There are even some 0% financing options. The interest rates are higher than normal commercial loans, but allow you to get a business that you would otherwise not be able to buy. For example, if you have \$25,000 to buy a business with, you could buy a business with up to \$500,000 sale price. If this business cash flows at \$200K, and your payment is \$75K per year; you would still net \$125K before taxes. Stay focused on cash flow, not the terms.

### NOT ALL SBA LENDERS ARE CREATED EQUAL:

- The SBA provides guidelines for lenders to use.
- However, each lender may have additional underwriting criteria.
- Make sure to use an SBA Lender that is a “Preferred Lender”.
- There are also SBA direct lenders who do not have bank underwriting
- Make sure to use an experience SBA loan officer; just because the lender does SBA, doesn't mean any loan officer knows how



**START THE DOWN  
PAYMENT FUNDING NOW**

# HOW TO BUY A BUSINESS

## Summary

It is easier and more affordable than you thought to buy a business.  
Make sure to use a Business Intermediary to help you through the three steps

Step 1: Identify a Business

Step 2: Search for Businesses

Step 3: Get Funding

### Key Terms:

**Letter of Intent (LOI)** – Multiple page offer outlining the price and terms to be agreed upon in the final Purchase Agreement. The LOI is usually non-binding and has a time limit of 30 to 90 days to complete Due Diligence

**Due Diligence** – The period of time (usually 30 to 90 days) during which the Buyer has the ability to ask as many questions and request all documentation needed to validate the income and operation status of the business is suffice for purchase.

**Business Broker** – Business professional who lists the business for sale on behalf of the owner (seller).

**Business Intermediary** – Business professional who can assist with the process of transitioning ownership from Seller to Buyer. Can assist a Buyer through the LOI, Due Diligence, Assist with Funding, and help build a business team of advisors

**Purchase Agreement** – The legally binding and enforceable document signed by Buyer and Seller, in which the Seller agrees to Sell and the Buyer agrees to Buy under the outlined terms and conditions in the agreement.

**CLICK HERE LEARN MORE  
ABOUT BUYING A BUSINESS**





[www.Buy.ESS-Business.com](http://www.Buy.ESS-Business.com)

**TAKE THE NEXT  
STEPS TOWARD YOUR  
DREAM BUSINESS  
OPPORTUNITY**