Title:
What Is A Business Broker

Word Count:
269

Summary:
A business broker is an intermediary between a buyer and a seller of a business.
In most cases a business broker represents the seller in the sale of a business.

Keywords:
What Is A Business Broker, businesses for sale

Article Body:
A business broker is an intermediary between a buyer and a seller of a business.
In most cases a business broker represents the seller in the sale of a business.
It is the business brokers' responsibility to find qualified buyers for their
clients.

A business broker is similar to a real estate agent who sells homes and earns a
commission. But instead of selling homes, business brokers specialize in selling
small and mid size companies -- everything from your local pizza parlor, dry
cleaners and convenience store to larger companies, such as manufacturing and
wholesale & distribution companies.

A business broker connects people who are looking to sell a business with people
who are looking to buy a business, and helps them to complete the transaction.
In most cases a business broker is involved from day one until the actual
closing of the business. The business brokers' responsibility is to be an
intermediary between the buyer, the seller, the landlords and the attorneys and
make sure it is a smooth process.

Brokers supply numerous benefits to both buyers and sellers. For example,
sellers benefit because they do not have to spend time and money searching for
buyers. Qualified business brokers have access to people that are in the market
to purchase a business, and they know how to attract and screen potential buyers
much more quickly then do typical business owners. If you do not have the time
to market selling your own business, it may be a good idea to sit down with a
local business broker in your area to discuss representing you in the sale of
your business.