



WHY CHOOSE BANKERS ADVOCATE GROUP FOR A TARGETED BUSINESS SEARCH...

There are many businesses for sale on the internet, why choose Bankers Advocate to help you with the Entering process when you could go it alone?

First, the great majority of good businesses are not bought or sold through intermediaries. Most are sold through the "Hidden Market". Clients who are extremely worried about confidentiality turn to their accountants, attorneys, bankers and investment advisors for advice.

Bankers Advocate keeps a database of approximately 2500 trusted advisors that we contact as part of our targeted search program. They are the first group we contact with your Entering parameters (SIC/NAIC codes, geographical area, yearly sales, number of employees, cash flow, etc.) This will typically generate numerous good, solid businesses not being actively marketed.

Secondly, we also match your parameters with our own databases. For example, a typical client will ask us to find them a business in the Orlando area with a minimum of \$400k in Seller Discretionary Earnings under the staffing or labor provider SIC/NAIC codes. We might generate approximately 3000 business names with all the pertinent initial information. Using our unique methods to contact these companies, we historically receive a 3-4% responses rate which leads to 90-120 businesses for us to investigate. Again, this brings to our attention more businesses for us to investigate *not for sale on the open market*.

Thirdly, we also research businesses for sale on the open market. However, our backgrounds in Inventory/Receivable finance, due diligence and fraud quickly allow us to separate the wheat from the chafe. Finding unique opportunities is wonderful, but helping you dodge the land mines is a critical component in what we do. No matter how we find your potential business, our unique methods and experiences allow us to control the process. Using the third party appraisal with a pre-financing letter from a reputable bank gives us some manner of control over the seller and their team of advisors.

For more information about our Unique Targeted Search Program for Entering Clients, please visit our website www.bankersadvocate.com or call us at (561) 882-1331. We look forward to learning more about your dreams and aspirations and helping you find that great business that awaits.

SUCCESSFUL STRATEGIES TO ENTER & EXIT BUSINESS OWNERSHIP...

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