



**AMERICAN BUSINESS  
BROKERS GROUP, LLC**

www.americanbusinessbrokersgroup.com

## Selecting a Firm for *Business Valuation, Business Brokering, and Advisory Services*

Feature	ABBG Offers	Does Our Competition Offer?	Why Is This Important to A Seller
Located is in NW Indiana	✓		Broker knows the market and the people in the territory.
Has a proven process	✓		Eliminates mistakes and improves the quality of the work.
Principals have over 95 years of combined experience: <ul style="list-style-type: none"> <li>✓ Business brokerage</li> <li>✓ Business valuation</li> <li>✓ Business financing</li> <li>✓ Business strategy</li> <li>✓ SBA loans</li> <li>✓ Real estate brokerage</li> <li>✓ Income tax minimization</li> <li>✓ Financial planning</li> <li>✓ Profitability planning</li> <li>✓ Manufacturing operations</li> <li>✓ Distributions operations</li> <li>✓ Logistics</li> <li>✓ Information technology systems</li> <li>✓ Business startups</li> </ul>	<ul style="list-style-type: none"> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> </ul>	<p>Developing an accurate business valuation, an appropriately aggressive market price, and obtaining the price and terms you want from your business sale requires skills from a number of these areas combined.</p> <p>Experience to help make operational and/or financial improvements before you sell to increase your return.</p>	
Relationships with local people interested in buying a variety of different types of businesses.	✓		Helps speed the process of finding prospective buyers.
Find and structure the financing your buyer needs.	✓		Buyers get the right loan, from the right institution, at the right price lowering the overall cost of your business without the seller lowering the price.
Confidentiality	✓		Protects your business relationships and your employees until you want them to know.
Pay majority of fee when you sell based on how much you sell the business for.	✓		Lowers your risk.