



WHAT WE DO FOR OUR SELLERS

Comprehensive Business Analysis

As your business broker, the first thing in our how to sell your business strategy is to analyze your operation, finances, market potential and trends. We take that information and generate a business profile that represents your company in the most attractive way possible.

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We Structure The Sale

We identify the best possible price range to sell your company. This is based on solid facts, the condition of the market, projected growth, sales potential and the sale of similar businesses within your industry. Transworld's experts apply sophisticated, time proven valuation techniques to ensure that your price is appropriate for the current market condition. The price must not be too high or too low. Yet, it must represent an attractive investment potential.

We Confidentially Network The Sale

During the selling process, we utilize the latest technology to present your company to other business brokers and strategic buyers all over the world. This greatly multiplies the effort in your favor. With Transworld Business Advisors, you have literally thousands of industry professionals selling your company, yet your confidentiality is always respected.

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We Confidentially Advertise Your Company To Buyers

Our aggressive marketing program ensures your confidentiality and provides maximum exposure for your company. Your listing is placed in various industry databases, Internet sites, and publications which are constantly updated. We spend more money in advertising and marketing for buyers than anyone else in our industry.

We Control The Information Flow

We organize all necessary documentation and release information only as needed. We use limited information when advertising to maintain confidentiality. Then buyers are pre-qualified and required to execute a confidentiality agreement before receiving any sensitive information concerning the sale.

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We Create Competition For Your Company

We attract thousands of buyers, creating competition for your business. Buyers are qualified for financial ability to meet the offer. We will then reduce that number to only the most qualified buyers. Once you meet the best of the buyers, we urge them to prepare and present all offers. Many times, a negotiation is doomed to fail because of lack of proper qualifying. As your business broker, we can also approach and continue to track potential buyers without weakening your position.

We Negotiate For You To Achieve The Best Price

Appropriate negotiation is crucial to achieving your best price and terms. We have the expertise to establish sound and resourceful negotiating techniques on your behalf. Transworld has trained all of its agents in the art of negotiating through curriculum that we have created specifically for our industry. Never negotiate without planning, expertise, or from a position of weakness.

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We Provide Exceptional Support To You Through The Due Diligence Process

We take pride in our exceptional service. Only half of the job is finding the right buyer who will pay your price and meet your terms. The other half is getting that buyer to the closing table. We quarterback the deal, work with the accountants, lawyers, banks, landlords, and other third parties that could jeopardize the success of the transaction.

We Are There From Beginning To The Closing

We help manage all administrative procedures, licenses, inventory counts and lease assignments that may be required. Transworld works closely with your advisors to ensure a smooth transition. Using the latest technology, we strive to be ready to work on your behalf to get the deal done!

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We Are There For The Transitional Phase And Beyond!

Because we are in the business community, you may want to consult us at any time after the sale. We will provide you with any assistance you may require after the closing. Transworld will always remain in your corner!



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Broker Information

With 30+ years of business leadership experience, including as COO of a national commercial real estate company, I understand business and driving enterprise value. My expertise in commercial real estate transactions, including mergers and acquisitions, provides me with valuable insights which I employ to the advantage of all clients. At Transworld Business Advisors, I leverage my transactional expertise and business acumen to benefit business owners looking to exit and maximize value, as well as to guide entrepreneurs in launching new ventures. I listen closely to clients' goals, delivering personalized strategies for targeted results and a seamless experience. Whether buying or selling a business, I'm dedicated to facilitating the best outcome with a personal commitment to excellence and exceptional service to all clients. Accreditations: Lean Six Sigma Green Belt, CCIM, Washington State real estate broker, and proud US Navy Veteran.



TRANSWORLD

Business Advisors of Central and Western Washington
Business Sales ♦ Franchises ♦ Mergers & Acquisitions