

Business Brokers For Sale

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NAABB Certified Broker Designation

BUSINESS BROKERAGE OPPORTUNITY

Over 100 Active Brokers and Agents

Welcome to the North American Alliance of Business Brokers. We are North America's largest and most well-respected business brokerage services firm. Originally formed in 2001 by A.S. Radin & Associates and owner Scott Radin, we rebranded in 2011 to the North American Alliance of Business Brokers known internationally as simply NAABB.

The average yearly income of a NAABB Certified Broker owner is \$340,000 with unlimited potential to increase yearly income from there. Business sellers pay a premium to be represented by a highly trained NAABB professional who will sell the business seller's business in a confidential manner to qualified business buyers. The average commission generated on the sale of a quality business is \$52,000.

There is no licensing required outside of AZ, CA, FL, MN, WI where these five states have provisions requiring a real estate license even if a business does not own the real estate.

There is no other business brokerage career opportunity that comes remotely close to the ongoing services that we offer. There are high priced franchises you could purchase that require endless cold calling and mailings and there are others trying to copy us who were failed NAABB brokers yet offering a career opportunity at a lesser fee with one even poking fun at the fact we train you in a comfortable hotel suite rather than in their cold echo chambered boardroom setting. We have seen dozens of brokerage opportunities like this come and go as we have increased our new broker count at a rate of 35-40 new brokers a year.

Our opportunity is so turnkey that we generate all your leads using advanced systems and you will have the option to have us schedule your meetings from said leads based on your availability and geographic area.

THE COMPLETE PACKAGE INCLUDED IN THIS OPPORTUNITY

There are no listings or buyer base made part of this sale however the sale does include unlimited leads development for the first six months.

1. Exclusivity to your territory
2. UNLIMITED business seller leads wanting to hear from you (six months)
3. Alternative free marketing techniques without cold calling
4. Three-day training in your area with owner NAABB Scott Radin / VP Kathy Schmeltzer
5. Press release design and distribution to your business community
6. Posting all your listings on business for sale web sites like BizBuySell
7. Two mobile compatible web sites optimized to your brokerage
8. Brokerage featured on Google for entire first year
9. Leads funnel utilizing our 100+ lead generating web sites
10. Professional buyer network that includes all current/retired pro football players.
11. Generating and distributing your press release
12. Using local media for free publicity / advertising
13. Managed Social Media Platform and Management
14. Produced YouTube Commercials
15. Produced Podcasts and blogs

Training:

We provide a comprehensive three-day training program and, the best part, is that we come to you. NAABB Founder / President Scott Radin and Vice President Kathy Schmeltzer will spend 3 days providing the industry's most comprehensive training. The training is interactive and combines their vast knowledge with colorful interactive video / slide presentations. All training is available in the video library on the broker support site along with advanced training models.

DAY ONE

- Overview
- Definitions
- Seller Marketing
- Understanding Sellers
- Seller Process

DAY TWO

- Understanding Buyers
- Finding Buyers
- Buyer Process
- Objections - buyer
- Objections – seller
- Assume The Sale Workshop

DAY THREE

- Business Valuation
- Agreements Workshop
- Seller Pushback situations
- Buyer Pushback situations
- Q&A
- Getting Started

Support:

We profit with you and not from you, so the support is critical to us. All NAABB brokers have private access to the NAABB Clubhouse; a comprehensive support web site. In addition, Scott and Kathy are always on call to answer live support issues and we are constantly providing updates to the NAABB brokers. Basically, support covers everything other than us being there with you on meetings. This includes our annual conference (March 2018 in New Orleans).

1. NAABB Certified Broker designation
2. Access to full training visuals used in training (in video format)
3. Live support by NAABB
4. Dedicated private support site
5. Mobile compatible and optimized stand-alone web site
6. Ability to attend any future training session
7. Annual conference
8. Access to new products and services
9. Complete library of templates & contracts with updates
10. Reference for your brokerage if requested by a seller

11. A support team Interim all business components

And we PROVIDE CONSTANT UPDATES to all current brokers.

Business Seller Leads:

You will never cold call as cold calling can damage a business if the owner outwardly tells the caller he or she wants to sell. Our way is discreet. Our NAABB Blast is in constant motion generating business seller leads. We can generate 15-20 for a broker on a requested day AND these leads are hot leads wanting to hear from you. In addition, we have a multitude of creative (and proprietary) techniques to generate sellers quickly who are highly motivated to sell quick.

You will have the option to have us schedule your meetings from said leads based on your availability and geographic area.

Business Buyer Leads:

The primary way to generate buyers is not a secret. BizBuySell and BizQuest control the marketplace and NAABB is their largest account. We will post and maintain your listings while providing you your own broker page on BizBuySell and Bizquest so all buyer leads come directly to you. In addition, we have a multitude of creative (and proprietary) techniques to generate buyers quickly who are highly motivated to buy quick.

Press Release Distribution:

We design and publish a press release of your business for sale to business owners in your territory. It doesn't matter the type of business, we can get your press release out to most business owners in your business community. NO OTHER BROKERAGE COMPANY DOES THIS.

Social Media Platform:

Social media is for more than just sharing personal moments. It is a portal to finding business buyers and sellers. While you may or may not be fluent in social media, the truth is that most business buyers and many business sellers are. It is great for leads development and promoting listings. We are likely the only brokerage with a full time Social Media Director managing our accounts. NO OTHER BROKERAGE COMPANY DOES THIS.

Video Production and Channels:

We will design and produce YouTube videos to share on your web site, social, media and on our YouTube channel. If you have not heard, YouTube is starting a streaming service to compete with Hulu etc and our channel will become part of this new streaming service. NO OTHER BROKERAGE COMPANY DOES THIS.

Podcasts and Blog Development:

We will design and produce various types of podcasts and self-help blogs that will be promoted by your local media. As the most tech savvy brokerage. These sources will include Ask The Expert channels and possibly live podcasts providing for same. NO OTHER BROKERAGE COMPANY DOES THIS.

Web Presence:

We provide two fully optimized and mobile compatible web sites. One web site is for your business brokerage similar to our own brokerage site at www.asradin.com. The second web site is used to educate business owners in the brokers territory about selling his or her business the proper way. We will also feature your brokerage web site on Google for one year. NO OTHER BROKERAGE COMPANY DOES THIS.

OUR PHILOSOPHY

We stay ahead of the curve always knowing where our potential leads are then using those same sources to find them. While there are many in our industry who are shady, we uphold the most stringent confidentiality systems in the industry. Our foundation is built on representing business owners using a strong 1-on-1 bond where they are involved start to finish. We adhere to a strong communications system creating open dialogue. We are selective with who we represent, and we only represent businesses that we know that we can sell. We fully qualify business buyers before introducing them into business sales process. While we are contracted by the seller, we do uphold the highest ethical standards with business buyers including but no limited to full disclosure always.

We represent business owners wanting to sell his or her business in a confidential manner to qualified buyers. Protecting confidentiality is critical because a business will suffer if the public knew the business was for sale. Customers would find another option, employees would look for a new job and the competition would use it to gain market share. This is not a real estate career as NAABB brokers sell the goodwill and assets rather than the property. One more thing, business brokering thrives in good economy and bad.

OUR \$200K GUARANTEE

We have a 100% money back guarantee if you do not make \$200,000 your first year. This guarantee is optional and requires quotas and reporting. The status of a territory is never based on this guarantee.

Over 60 NAABB Certified Brokers fall under this guarantee and not a single broker has called it. The goals and quotas are based on typical production standards rather than unrealistic expectations.

THE BROKERAGE OPPORTUNITY COST

Total Cost: \$20,000 USD (\$22,000 for AK / HI) has a 1-2-month ROI.

- Includes all services referred to herein including NAABB Certified Broker designation.
- 100% financing available for anyone with good credit.

Royalties: 12% of gross commissions collected.

- Cover use of brand and exclusive territory
- Covers ongoing support and buyer marketing services.

100% FINANCING IS AVAILABLE WITH CREDIT OF 700 OR BETTER. LOAN CAN BE SPREAD UP TO 5 YEARS WITH COMPETITIVE INTEREST RATES BELOW 10% AND BASED ON PAYMENT SCHEDULE. THERE IS NO PENALTY FOR PAYING IT OFF EARLY.

THE NEXT STEP

Set up a phone consultation with owner Scott Radin at
www.naabbcareers.com/ownership2018

NAABB DISCLOSURES

The North American Alliance of Business Brokers

- Founder / Owner / President: Scott Radin
- Formed in 2001 as A.S. Radin & Associates (Erie County NY)
- Rebranded in 2011 as North American Alliance of Business Brokers

Legal or civil complaints / actions

- No judiciary action has ever been granted in any court of law
- No complaints have ever been filed in any State Attorney General's Office
- No complaints have ever been filed with the FTC or FCC
- A+ Rating with Better Business Bureau

UnderDOG Reputation

NAABB Owner/President Scott Radin was the victim of an online extortion attempt in 2009-2011 that can still be found online on known collusion site ripoffreport.com. This extortion attempt by one individual using many pseudonyms was the result of the attacker's inability to collect money from a former business broker associate of Scott Radin. The attack can still be found online because close to 1,000 people a week search Scott Radin and his businesses feeding right into Google's algorithms of unique searches and visitors. Scott now counsels similar victims at www.udog.net.

The NAABB Team

- Scott Radin, Owner / President / Training
- Kathy Schmeltzer, Vice President / Training/ Support
- Heather Williams, Social Media Director / Marketing
- Anna Radin, IT Manager/ NAABB Blast

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