

**Are you looking for an exciting  
career?**



**SUNBELT®**

# Do you want more?

- Success
- Independence
- Financial reward
- Opportunity
- Prestige
- Personal development



SUNBELT®

**If so, why not join your local  
Sunbelt office?**

**Sunbelt**

The world's largest business brokerage firm

[www.sunbeltnetwork.com](http://www.sunbeltnetwork.com)



# Opportunities Available

- General business brokerage – Small business with sale prices less than \$1 million
- Mergers & Acquisitions – Mid-size business with sale prices greater than \$1 million
- Franchise sales and re-sales
- Related transaction services



# What is Business Brokerage?

- Bringing sellers and buyers of businesses together
- Understanding and matching buyers' needs with available business opportunities
- Assisting buyers and sellers in completing transactions
- Adding value by streamlining the business sale process



# Sellers need a business broker to:

- Value the business
- Maintain confidentiality
- Prepare the business for sale
- Properly market the business
- Identify and qualify buyers
- Facilitate negotiations
- Facilitate the preparation of closing documents
- Get maximum value for the business



# Buyers need a business broker to:

- Provide access to thousands of opportunities
- Understand the buying process
- Match buyers' needs, skills and expectations with available business opportunities
- Understand market conditions
- Structure offers and terms
- Assist in arranging financing
- Facilitate the preparation of closing documents
- Facilitate the due diligence process



# Why business brokerage as a career?

- Demand for services
- Earnings potential
- Independence
- Opportunity
- Personal development





# Demand for Services

## Consider the following:

- There are approximately 7 million businesses in the United States alone.
- At any time, approximately 10% of businesses are for sale.
- There are an estimated 3,000 business brokerage firms in the United States - many staffed by a single broker.
- There are not enough professional brokers to handle these transactions.



# Earnings Potential

**Being a Sunbelt business broker can be lucrative:**

- Gross transaction size = \$400,000
- Gross commission size = \$40,000
- Many brokers close 8 or more transactions per year
- Earnings are uncapped



# Independence

**As a Sunbelt business broker you can:**

- Maintain flexible hours
- Choose the businesses you want to list
- Choose your market niche/focus
- Choose your area of expertise
- Represent buyers or sellers
- Focus on small or large businesses



# Opportunity

**Your local Sunbelt office may have a need for the following:**

- Individual broker
- Team lead
- Office manager
- Industry expert
- Other service provider



# Personal Development

**As a Sunbelt business broker you will broaden your skills by:**

- Working with people (buyers, sellers, third-party professionals)
- Learning from fellow brokers
- Taking part in extensive corporate and office training
- Attending national conferences
- Having access to a national network of brokers
- Being affiliated with professional associations



# The Sunbelt Advantage

- Brand name recognition
- Nearly 300 offices worldwide
- Comprehensive training
- International presence
- Large database of buyers
- Support from industry experts
- Team Approach
- Supportive management with a significant marketing budget
- Access to the most advanced database of business listings
- Extensive access to technology



**Sunbelt is setting the standard  
for business brokerage...**

**Be part of it!**



Call your local office or contact us  
via email to get started today!

Email: [mfc@sunbeltnetwork.com](mailto:mfc@sunbeltnetwork.com)

