

Affordable Business Solutions, THAT WORK

Think what a doctor does when you are sick. They compare the vital stats of the sick person to those of a healthy person and make recommendations to bring the sick person's numbers in line with those of a healthy person. We do the same thing for businesses. The best part about this is IT WORKS. **Compare What YOU Are Doing To The Success Of Others, Make a Few Changes & Enjoy Success.**

To accomplish anything, one must set the desired goal, have a plan to implement the goal and a means to measure the success along the way. We diagnose the problem, quantify it, so we can measure it and stay on track toward the goal. This goes hand in hand with the old adage of "Plan your work & Work your plan". The key is being able to quantify your plan so you know if you are doing what you said you'd do and to definitively check your results against your goals. Only then can you plan corrective strategies that really work.

As small business consultants, we've found that so much of the traditional "Business Consultants" offering are just so much noise, filled with all the Buzz Words of the day. Very little, actually helps them make money or save money. Often the small businesses that need help the most are the ones least equipped to pay the consultant's high fees. We have proven answers to all this with our down to earth small business offerings that actually make and save small business owner's real money. We have helped small businesses succeed since 1980 serving satisfied customers from coast to coast. Two of our most popular offerings are our Guaranteed Profit Development Program and our Custom For-Sale-By-Owner Package which allows a small business owner to professionally market and sell their business without paying a business broker 10% to 15% commission to sell it. Let me explain a little more about each offering.

The **Guaranteed Profit Development Program** is obviously very popular with small business owners, as who isn't interested in increasing profits?, especially if there is no increase, there is no fee and profit increases are always greater than any fees charged. To start, a business owner completes a questionnaire on their business and provides current financial statements. We review this material and submit a written proposal to the owner on what we could do for them over the next year. This would include a stated percent of profit that we would guarantee for the next year. We would monitor the business every quarter to make recommendations on keeping the business on track for the increased profit. If the business owner implements what we recommend and they don't achieve the guaranteed profit percentage then we would refund all quarterly fees paid by the business. This is really putting our money where our mouth is and more information on this offering can be found on our website www.my-biz-doc.com/pd.htm .

Our second very popular offering is our **Custom For-Sale-By-Owner Package** where we assemble a custom sales package that helps a business owner sell their business "by-owner" without paying a business broker 10% to 15% of the sales price as a sales fee. This is very popular with small business sellers because it saves them thousands of dollars selling their businesses. To sell their business, they obviously need a buyer and buyers have two main questions; 1) What is the business really worth and 2) What, if anything, is wrong with the business?. To start, we send interested sellers a questionnaire and request some preliminary information on the business, then we submit a custom proposal to the business seller telling them exactly what we will provide them such as; a Business Appraisal (having a disinterested third party professional attest to the value of the business goes a long way to set the buyer's mind at ease as to value). We also include a thorough Comprehensive Financial Analysis that shows all areas of business strength and pinpoints any areas of weakness and includes corrective strategies to remedy any weak area found. We also include websites to list the business for sale, similar to a realtors MLS, and is invaluable to attract interested buyers nationwide. We also include a sample selling brochure on the business to be given to interested buyers along with sample newspaper ads and Craigslist ads etc. Also included, is an overview of the selling process from initial contract writing through the escrow to closing and who you should have as your local closing agent. We provide blank sales contracts and counter offer forms and strategies to package your business for sale. Also included is a blank Land Contract form if you sell and carry the buyer's purchase loan. About 90% of all small business sales are financed by the seller and not some financial institution. In addition, we are available by phone, fax & email to answer your

questions and provide advice through the selling process. In short, you will receive a professional custom sales package to sell your business by-owner and save the 10% to 15% business brokerage fee. This is like have a professional business broker working for you but not paying the brokerage fee.

Let's consider a typical sale of a \$100,000 business. Again, about 90% of small business sales involve seller carry-back financing, where the seller finances the buyer's purchase of the business. If the buyer puts 15% cash down and the brokerage commission is 10%, the seller walks with only 5% cash and this doesn't account for closing costs. If the brokerage fee is 15%, the seller would walk away with nothing and still have to pay closing costs. In this example, the brokerage fee would be \$10,000 to \$15,000. Using our services, the seller would save the lion's share of this \$10,000 to \$15,000. We are talking about real money here that could be yours. **If you are thinking of selling your business, this offering will save you many thousands of dollars.** For more information on this valuable service, call us at 866-935-3100 or email us at [BizInfo99@gmail.com](mailto: BizInfo99@gmail.com), you can also visit www.my-biz-doc.com/FSBO.htm.

We offer the services small business needs at prices they can afford. In addition, we offer:

- Business Appraisals & Comprehensive Financial Analysis – www.my-biz-doc.com/baz.htm
- Business Loans & Accounts Receivable Factoring – www.my-biz-doc.com/bl.htm
- Private Financing Note Sales & Auto Loan Portfolio Sales – www.my-biz-doc.com/nnb.htm
- Small Business Buying Kit – www.my-biz-doc.com/BizBuy.htm
- Affordable Productivity Studies – www.my-biz-doc.com/prod.htm
- Small Business Monthly Bookkeeping Services – www.my-biz-doc.com/sba.htm
- Leased Labor Services (Less Hassles & Save Money) – www.my-biz-doc.com/labor.htm

Because it is so important, I will mention it again. Think what a doctor does when you are sick. They compare the vital stats of the sick person to those of a healthy person and make recommendations to bring the sick person's numbers in line with those of a healthy person. We do the same thing for businesses. The best part about this stuff is... ***IT WORKS.*** **Compare What YOU Are Doing To The Success Of Others, Make a Few Changes & Enjoy Your Success.** We will help you emulate the successful.

For more information on any of these services or other questions, please contact us on 866-935-3100 or by email at [BizInfo99@gmail.com](mailto: BizInfo99@gmail.com) or visit our website www.My-Biz-Doc.com

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