

Buyer Management

Confidentiality Agreements:

Potential buyers are required to sign a Confidentiality Agreement before we disclose the identity of your business.

Buyer Screening:

Buyers are required to complete our Confidential Buyer Profile and financial statement prior to receiving details about your business. This profile provides the buyer's background, employment history and financial situation.

Controlling Flow of Information:

Different buyers request different levels of detail at different times. We provide only enough information for the buyer to get into the position of a possible offer. Full due diligence will only be allowed after the buyer has made an offer and the seller has agreed to the terms of the offer.

Buyer – Seller Meetings:

As soon as the buyer has determined he has a serious interest in your business, we will arrange a buyer-seller meeting to discuss the general operations of the business. The price of the business is never discussed face-to-face and all offers must be in writing.