

One out of five American businesses change hands each year.

The vast majority of all business sellers are first-time sellers, unprepared to meet the complexities and time demands of a business sale transaction.

"Do-it-yourself" sellers typically receive considerably less than the fair market value of their businesses.

Over 50% of all small-to-medium sized business sales arranged by sellers without professional assistance result in transactional problems, dissatisfaction, default or in court.

Today's business buyer demands reliable financial and operational information that cannot only be confirmed, but also documented and verified.

THE SWETMAN GROUP specializes in business sales and acquisitions of firms ranging in price from \$200,000 to over \$25,000,000. We have sold virtually every category of business and invite your review of our performance by contacting our office. We are selective and are highly successful. We are fully prepared to represent those clients who have a desire to see the continuing success of their business under the guardianship of a new owner.

Fee Basis and Policies:

For the most part, fees are earned on a success basis and are normally paid at the closing. If they are not, then you will be advised in advance of what the costs will be. Our fee agreement will be fully discussed with you prior to any commitment on your part.

For more information please visit our "[Selling A Business](#)" page.

## Buy Your Business

The vast majority of all business buyers are first time buyers, unprepared to meet the complexities of a business acquisition. However, whether you are considering your first acquisition or are a seasoned investor, you can look to us for assistance in every phase of the transaction. The following, therefore, summarizes the key elements of the business acquisition process as professionally conducted by our office.

### Initial Meeting - Objectives, Needs and Requirements Review:

In preparation for our initial meeting, the business buyer should complete our Buyer Response Form. After completing the form, the buyer will email us the information, or may print the confirmation page and send via fax. This information, along with our subsequent discussions relating to the buyer's personal goals and objectives, will provide an appropriate starting point to the process. A detailed search of our large listing inventory enables us to develop a selection of "target" businesses for the buyer's review.

### Review of Acquisition Alternatives:

We make every effort to provide the buyer with pertinent information on a target company's financial performance, staffing, facilities, equipment, lease, inventory, customers and market areas served. This information is where our professional edge makes a difference in a successful acquisition. In most cases we will have tax returns, customer lists, etc. for confirmation. If we cannot provide verification of information given to us, we will advise you accordingly.

When the various business names are disclosed, you will be required to sign a standard "Confidentiality/Disclosure" form. In most cases, this is required by the business owner.

For more information please visit our "[Buying A Business](#)" page.