



## Find a New Career in Business Brokerage.

The United States is entering an era that will see the greatest transfer of wealth from one generation to the next in human history. According to the most recent Family Business Survey conducted by PricewaterhouseCoopers, it is estimated that one-fourth of family-owned businesses will change hands in the next five years.

As members of the Baby Boomer generation exit the working world, they will need assistance in selling their businesses to a new generation of entrepreneurs. This not only creates an opportunity, but a need, for more professional business brokers.

### What is Business Brokerage?

Business brokerage is a growing industry that is both challenging and rewarding. Sunbelt business brokers sell small and medium-sized, privately-held companies. These highly specialized intermediaries help business Sellers convert their hard-earned business equity into cash. Simultaneously, they help business Buyers realize their dreams of being independent business owners. In short, business brokerage offers the opportunity to play a valued role at the most critical juncture of the business life cycle – ownership transition.

Business brokers assist Sellers with determining the value of their businesses, establishing their asking prices, identifying prospective Buyers and facilitating negotiations and closing arrangements. This enables Sellers to concentrate on the management of their businesses during the sales process.

For Buyers, Sunbelt business brokers serve as a single source for thousands of businesses listed for sale; we typically have more than 10,000 “business for sale” listings. Our brokers, in turn, work with Buyers to target specific opportunities that match their previous business experiences, skills, desires and expectations.

### Why Join Sunbelt?

Being a Sunbelt business broker can be lucrative. The average gross transaction size in the Sunbelt network is \$400,000. The average gross commission rate is 10%. Many brokers close eight or more transactions in a year. Prevailing trends indicate that these numbers will increase substantially in the future.

All Sunbelt business brokers operate as independent contractors, retained by Sunbelt office owners. This arrangement affords a great deal of personal and professional freedom, enabling brokers to maintain flexible work hours, select their clientele and leverage their previous work experience by focusing on particular industries or market niches.

Sunbelt takes pride in the sophistication and professionalism of its office owners and business brokers. As a part of Sunbelt’s international network of offices, brokers are able to interact and learn from their peers, participate in extensive corporate and local office training, attend national conferences and work with professional business broker associations.