



Existing over Starting Fresh

By JoAnn Lombardi, VR Business Brokers/Mergers & Acquisitions, President

Buying an Established Business Gives You the Best Chance for Success

There are many reasons why you should buy an existing business over starting up one. As a business owner, you are able to have the advantages of job security, financial independence and controlling your own destiny – professionally and creatively.



Reaping the Benefits of an Established Business... Buying an established business has allowed someone else to take the initial high risks and investment with the start-up process. Only through buying an existing business will you be able to reap the benefits such as having:

- ✓ An established location and customer base;
- ✓ Existing cash flow;
- ✓ Already proven product-line;
- ✓ Surplus of inventory; and
- ✓ In-house workforce.

Why Avoid Starting a Business from Scratch?... According to a recent survey, 75% of new businesses fail within the first 3 years due to a variety of different elements:

- ✓ Opened in a highly-competitive area;
- ✓ Lack of working capital;
- ✓ Poor-quality product;
- ✓ No management skills;
- ✓ Inability to develop an established customer base.

What VR Does for You in Achieving Your Entrepreneurial Goals... **VR** can assist you in purchasing a quality business with a proven track record so that you will be able to:

- ✓ Decrease your risk; and
- ✓ Increase your lifestyle.

Here at VR, we outline the process of buying a business, and assist you from start to finish. We help you determine your level of commitment in buying and operating a business at the price you can afford with terms consistent with the marketplace.

We will assist you in:

- ✓ Finding a business that matches your interests and qualifications;
- ✓ Making an offer to the seller;
- ✓ Performing due diligence with all assets, liabilities and real estate;
- ✓ Arranging and sending purchase agreement and other documents to escrow or closing attorney;
- ✓ Obtaining the correct licenses and permits;
- ✓ Finalizing a lease agreement with the landlord;
- ✓ Doing an inventory check;
- ✓ Schedule training of running the business; and
- ✓ Signing final closing documents.

Through VR, we will facilitate in finding you the right business to buy, fulfilling your dream of entrepreneurship and financial independence. Contact one of our offices today to learn more!



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