

**NORTHERN CALIFORNIA**

Linda Fox, Agent  
 (800) 727-4272 FAX: (925) 846-6184  
 AutoFax 800-446-8707  
 WWW.GO2BBI.COM  
 bbilindafox@aol.com



**BUSINESS BROKERAGE, INC.**

**SOUTHERN CALIFORNIA**

David C. Smith, Broker  
 (800) 274-4272 FAX: (949) 715-2024  
 AutoFax 800-446-8707  
 WWW.GO2BBI.COM  
 bbidsmith@aol.com

**FEBRUARY 3, 2012  
 NO. CALIFORNIA**

**CPA PRACTICE #125811 PLACERVILLE,  
 EL DORADO COUNTY**

\$258,000 GROSS. Taxes (76%) Bookkeeping/Payroll/Other (24%). Very loyal client base built up over 21 years mostly by referral. Many Business Owner and Investor clients. Seller seeks to retire but will stay for transition. Guarantee.

**CPA PRACTICE #122511 CHICO,  
 BUTTE COUNTY**

\$225,000 GROSS Taxes 77% (\$ Bookkeeping/Payroll/Other (23%) Well-established 41 years. Loyal and diversified clients. Many multi-generational. Seller would like to stay on and is willing to finance and work with buyer. Terms and Guarantee.

**\*CPA PRACTICE #103411  
 SONOMA COUNTY**

\$33,550 GROSS. Taxes 89% (\$771 Avg); Accounting 6% (\$1,980/yr avg); Misc/Consulting 5%. Terms & Guarantee.

**\*CPA PRACTICE #102411 SEBASTOPOL**

\$26,107 GROSS. Taxes 40% (\$1,169 Avg); Accounting 53% (\$3,459/yr avg); Misc/Consulting 7%. Terms & Guarantee.

**\*CPA PRACTICE #101411 SAN JOSE**

\$13,016 GROSS. Taxes% (\$1,900 Avg); Accounting 53% (\$3,468/yr avg); Misc/Consulting 3%. Terms & Guarantee.

**\*CPA PRACTICE #101311 SANTA CRUZ**

\$13,000 GROSS. Taxes 92% (\$1,200 Avg); Misc/Consulting 8%. Terms & Guarantee.

**\* SEE NOTE AT END**

**FEBRUARY 3, 2012  
 SO. CALIFORNIA**

**EA PRACTICE #219811  
 SAN DIEGO (I-5 & I-8)**

\$198,000 GROSS. Taxes 100% (\$280 avg). Motivation: illness. Average client income \$72K+. Lease or relocate practice. Seller available for transitional assistance. Great Terms & guarantee of gross revenues.

**(4 OFFERS RECEIVED). SOLD**

**CPA AUDIT PRACTICE #215012  
 SAN DIEGO (NORTH COUNTY)**

\$150,000 GROSS. 100% Certified Audits and reviews (\$5,769 average fee). Clients are mostly churches and HOA's. Seller is spinning off approximately 60% of the practice due to semi-retirement and retirement of one key employee. Seller works out of home, so practice must be relocated. Plan is for the seller to introduce the buyer to all of the clients and obtain engagement letters before each client is purchased. Seller uses Quickbooks, Excel, Word and Lacerte (also sometimes the client's software). Established 20 years with same owner. Terms, guarantee of gross. **(3 OFFERS RECEIVED).**

**\*CPA PRACTICE #201711 BURBANK**

\$17,624 GROSS. Taxes 53% (\$1,033 Avg); Accounting 41% (\$3,612/yr avg); Misc/Consulting 6%. Terms & Guarantee. **UNDER CONTRACT**

**\*CPA PRACTICE #201311 NEWPORT  
 BEACH**

\$15,000 GROSS. Taxes 100% (\$280 Avg); Accounting 56% (\$3,612/yr avg); Misc/Consulting 15%. Terms & Guarantee.

**\*ALL CLIENTS WITH \*ARE OWNED BY SAME SELLER. SELLER ACQUIRES NEW CLIENTS THROUGH SEMINARS AND RELATED METHODS. THESE OFFICES ARE A MIX OF LONG-TERM CLIENTS AND NEW CLIENTS (PAST 24 MONTHS). MOST CLIENTS ARE ON A MONTHLY ELECTRONIC PAYMENT AGREEMENT. SELLER DESIRES TO HAVE AN ONGOING RELATIONSHIP WITH BUYERS TO REFER NEW CLIENTS, WITH YOUR COST FOR EACH NEW CLIENT BASED ON YOUR ANNUALIZED FEE COLLECTIONS FROM THAT CLIENT DURING THE FIRST 18 MONTHS. NOTE: SELLER IS LOCATED IN NO. CALIFORNIA AND WILL CONTACT BUYERS.**

For more details, go online to [WWW.GO2BBI.COM](http://WWW.GO2BBI.COM) or call our AutoFax at 1-800-446-8707.

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