

The proof is in the referrals!
The following are letters received from
prior sellers.



BUSINESS BROKERAGE, INC.

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ADVERTISING/MARKETING

BBI handled the advertising, the presentation of qualified buyers for me to interview, assistance in closing the sale and preparation of all paperwork. There's no way I could have done this on my own: you definitely need to employ a specialist."

Walter Saltzman, EA, San Jose, CA

"I am certain that your time-tested and well honed techniques of advertising and negotiating were responsible for the many inquiries, multiple offers, and prompt closing of the deal."

Kevin A. Long, EA, Corona, CA

CLIENT SCREENING

"I was particularly pleased with the way you screened potential buyers. All of the potential buyers were well screened by you making sure they had the proper finances and were willing to enter into negotiations on the terms outlined by you."

Rex Cox, PA, San Bernardino, CA

"I found that Business Brokerage never failed to fulfill their obligation to search for a buyer that I was satisfied with."

Linda L. Imnoti, Alameda, CA

"Ideally, I wanted to leave my clients in even better hands than mine. I was very pleased to see that the candidates David provided were of high quality. In fact, all 5 were."

Gary Huband, CPA, Dana Point, CA

SMOOTH TRANSITION

"My experience working with you in selling my practice was total satisfaction. Everything was handled smoothly and efficiently & exceeded my expectations. I had long-time relationships with many of my clients and have spoken to several of them since the sale. --They have all been very pleased with their new CPA firm."

Gregory L. Guth, CPA, Laguna Niguel, CA

"My sale was consummated with a buyer so compatible that he is going to retain over 90 percent of my present clientele and actually exceed my volume of business in the first year."

Callistus V. Houlihan, CPA, San Francisco, CA

FINANCIAL ASPECT

"Through their experience they were able to properly evaluate the worth of my practice and secured me a better sale price than I anticipated"

Callistus V. Houlihan, CPA, San Francisco, CA

"Business Brokerage did an excellent job for me. I was impressed with the way they put the sale together. I sold my practice for what I expected and was able to get the terms I required."

Donald E. Payne, Monterey, CA

WITHOUT HASTE

"I was very impressed with the professional and prompt manner in which you sold my practice. A quick sale and transition was a necessity as tax season was upon us, and I had accepted a position as CFO in the software industry."

Kenneth L. Myers, Walnut Creek, CA

"I listed with you on a Friday, and two weeks later you had 6 buyers for me to interview. Also, your advice on which buyers would be viable was right on the mark."

James F. Marshall, CPA, Anaheim, CA

"You saved me countless hours of searching for qualified purchasers. I would never have believed that the sale could go so fast if I had not seen it myself."

Jerry Lomax, CPA, Yorba Linda, CA

OVERALL SATISFACTION & PROFESSIONALISM

"Due to sudden illness, I was forced to sell my practice. I signed up with David Smith and in short order became so impressed! He immediately sent a special mailing to practitioners in my area - and the results were fantastic! I was confronted with a slew of qualified buyers and offers. The offer accepted carried a high price and was all cash! I couldn't believe how well everything went! David was so prompt and completely fair in everything with me!"

Leabert ("Lee") Fernandez, CPA, San Diego, CA

"David, you performed just like you said in your advertising. You brought me the perfect buyer at full asking price. I couldn't be more pleased with the buyer and the overall deal."

Jay Betzer, Bellflower, CA

"Your expertise and experience were most beneficial in negotiating and closing the deal at full asking price. Both of the full price offers you brought were better than I had obtained during the 3 months I tried to market the practice myself."

Rob Kusters, Norwalk, CA

COMPETITION & REFERRALS

"After contacting several brokers and interviewing two, I chose your office because you were specific about how to value the practice & how to market it. The other brokers were vague."

James E. Marshall, CPA, Anaheim, CA

"I was impressed by friends of mine who had purchased practices through you. I was pleased to find you provided an aggressive marketing services while maintaining high professionalism."

Richard S. Greenlee, CPA, Van Nuys, CA

"I needed professional representation due to health reasons. My son-in-law, a CPA, recommended you because of your advertising, and because he knew you were the best choice for marketing and selling my practice. He was right!"