

## BECOME A PROFESSIONAL BUSINESS BROKER

**EARN HIGH INCOME** as a Premier Business Services Business Broker. Join El Paso's Largest and Number One Rated Business Brokerage Firm. New Training class is now being formed.



Business brokers are intermediaries who facilitate the sale of small to medium size privately held businesses by working with both buyers and sellers. There are important differences, but in some respects business brokers operate similarly to real estate agents; however their practice is limited to business entities.

Business Brokerage is a growing industry. With the aging population of Small to Mid Size Enterprise owners there are vast opportunities in our field for competent and professional business brokers and intermediaries. Business brokers operate as independent contractors, enjoying a great deal of personal and professional freedom while leveraging their existing knowledge and experience into a new and lucrative career. Our brokers come from a diverse career background including accounting, law, finance, real estate, engineering, business administration, sales and marketing and more. If you are searching for a career that will challenge your knowledge and skills, provide personal and professional growth and in a rewarding environment, then please consider joining our team of professional business broker and intermediary practitioners.

### Qualifications

The ideal candidate has the following skills or characteristics:

- Must enjoy working with a wide range of people
- Good organizational and time management skills
- Sales experience
- Creative thinking
- Knowledge of financial statements and interpretations
- A degree in business or related discipline is helpful
- A desire to learn continually
- Strong work ethic
- Highest levels of integrity and character
- Desire to help people and solve problems
- Prior business ownership experience is a plus
- Comfortable and confident working in a commission only environment with high income potential



The income potential from business brokerage can be significant. The average gross commissions for a solo business broker in 2013 were \$156,103.

Substantial 6-figure income awaits hard worker. Must be comfortable and confident working in a commission only environment with high income potential. We are looking for people who are willing to work more than 40 hours a week and need to earn a minimum of \$50,000 a year.

If you think you are interested in becoming a Professional Business Brokers with a 6-figure income potential and would like to explore a career with Premier Business Services, e-mail your contact info to: [tony@buyanelpasobusiness.com](mailto:tony@buyanelpasobusiness.com) or Call 915-240-5044. You can also go to our website at <http://www.buyanelpasobusiness.com> and click on the Career Opportunities button for more information.

## **What is Professional Business Brokerage?**

Business Brokerage is a relatively new profession in El Paso. In essence a business broker is a professional that lists and sells businesses for a contingent success fee. However there is more than meets the eye.

A professional business broker will have been trained in business brokerage, understand how to value a business, and ideally, have a designation of Certified Business Intermediary through the International Business Brokers Association.

A business broker is a professional that takes the time and energy to learn and know the characteristics of a business he or she lists for sale and matches them with the criteria of a buyer through a proven methodical and systematic process.

The business brokerage profession generally holds that 20% of businesses are for sale at any one time and of those, 20% will eventually sell. Using our numbers, that means that there are 1,100,000 businesses for sale and where for a variety of reasons many of them are for sale at any given time, many business owners face retirement, poor health, divorce, partnership problems or simple "burn-out".

The assistance of a business broker in the process is invaluable since it will ensure that the seller maximizes their value, that the business is exposed to the largest pool of qualified buyers and, the business is sold in the shortest time and to the best fitting buyer to ensure continuance of the business.

When a business owner decides to sell they have many concerns about price, terms, time commitment and confidentiality. Similarly, when a buyer is looking to purchase a business they have their concerns such as value, true earnings and performance, sustainability, compatibility etc. The use of a professional Premier Business Broker reduces many of these concerns for the seller. A professional business broker can market the business to the widest possible market in a professional and confidential manner and bring qualified buyers to the table, negotiate for the best possible deal for both sides and manage the entire process to ensure a successful close.

Premier Business Services is a full service professional business brokerage firm that is highly qualified to handle business sale transactions of any type and size.

### **Premier... The past and future**

Premier Business Services began in El Paso, TX in 2002. Since that time we have grown to an office with many agents and Premier is still growing in the Southwest.

The PBS Network successfully completes many business transactions each year and has hundreds of businesses for sale locally and nationwide at any given time.

### **The Market**

Due to corporate downsizing, thousands of potential small business buyers are entering the entrepreneurial market. These buyers have several basic options... try to find another job, start a new business or buy an

existing business. Jobs are scarce and new business start-ups have a historically high failure rate which makes the purchase of an existing business a much more prudent way to secure the buyer's future.

A Premier Business Broker has a large inventory of businesses for sale and, working with the buyer to match his/her criteria and objectives, the Premier Broker can find a business that could enable the buyer to succeed by providing security for themselves and their family.

### **Professional Brokers are in Demand**

The demand for honest, hard working and knowledgeable business brokers has never been greater. The PBS Network is the dominant force in the local growth of this exciting profession.

Business brokerage is an executive position with high earnings potential. As a professional business broker you will be dealing with the owners of small and medium sized businesses and buyers who wish to own their own business and control their future.

### **The Professional Business Broker**

Premier Brokers have extremely high earning potential! At Premier Business Services we offer local brand leadership, quality support, extensive training and global reach.

Our training programs are based on decades of business brokerage excellence. In addition, Premier's comprehensive office assistance programs, technology, inter-active websites and proven systematic processes are designed to insure broker success.

Premier Business Brokers come from all backgrounds and experiences. We are always looking for qualified individuals to enhance our team of Professional Business Brokers throughout the El Paso area and the Southwest.

If you, or someone you know, have experience in business, finance, real estate, accounting, law, marketing, valuations, appraisals or sales we would like to hear from you.

Please submit your contact info to: [tony@buyanelpasobusiness.com](mailto:tony@buyanelpasobusiness.com) or Call 915-240-5044 to learn more.