



barkerbusinessbrokerage

BUSINESS SALES WITH INTEGRITY

Barker Business Brokerage Limited - Real Estate Authority (NZR 2008)

WHY CHOOSE BRETT THOMPSON?

Representing you and your business, by maintaining a level of professionalism and integrity that has been built up with over 20 years' worth of sales experience.
Driven to produce favourable outcomes by using proven processes.

More about Brett Thompson...

My sales career spans over more two decades. I'm known for my high energy, attention to detail, duty of care, and eagerness to get deals done. I'm a skilled negotiator and effective communicator, with a proven track record, making me the right Broker for your next business sale or acquisition.

I restrict the number of listings I manage to a small, exclusive group which allows me to stay focused, maintain open lines of communication, and produce outstanding results for my clients.

Prior to becoming a Business Broker, I worked as a residential real estate salesperson for 10 years. I also worked as a business development executive in the automotive, advertising and publishing sectors. I have a strong entrepreneurial flair, having owned my own corporate & promotional clothing business, so understands the intricate workings of business and the daily challenges a business owner faces.

When I'm not closing deals, my leisure time includes spending time with my wife, daughter, and fur-child. I also enjoys fishing, cooking, motocross, camping and handyman tasks.

My promise to you...

As a valued client ,you will receive weekly updates on what I am doing.

If you have a sole listing with me, I will ensure you know everything that is going on with the sale of your business.

We keep our lips sealed...

You will never have to worry about your competitors, staff or anyone else finding out about the sale of your business if you don't want them to. I fully qualify all enquiries & make sure that I am only providing information to the right people. Our team will keep you, your business and the advertising of your listing completely confidential if this is your preference.

At Barker Business we go the extra mile to secure favourable outcomes for our vendors.

For personalised, professional service & a **free** appraisal of your business, call me today.

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Brett Thompson

Business Broker

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8 REASONS TO HIRE A BARKER BUSINESS BROKER

Selling your business is a major decision, and hiring an experienced Business Broker can make the process smoother and more successful. Here are eight key benefits:

1. Accurate business appraisal

Determining your business's value in the market requires more than just basic calculations. A Broker knows how to normalise accounts and use appropriate valuation methods, such as multiple-of-earnings assessments. Buyers are often more comfortable purchasing a business represented by a professional who provides an unbiased review of financials.

2. Effective marketing

A skilled Broker knows how to present your business attractively to potential buyers. They create compelling marketing materials, including teaser advertisements and detailed Information Memoranda, that highlight your business's strengths. They also leverage their own networks, websites, and key marketplace platforms to reach the most suitable candidates, helping to avoid unqualified buyers.

3. The right buyers at the table

The range of potential buyers can be diverse—entrepreneurs, strategic acquirers, private equity firms, and more. Each comes with different advantages. A Broker's established network and resources can bring the right candidates to the table and screen them to ensure they have the financial capacity and skills to run your business.

4. Effective negotiation

A sale is about more than just the price. Deal terms can significantly impact the outcome, such as whether you're required to stay on during the transition. A Broker helps navigate these terms and ensures discussions remain focused and productive, minimising emotional conflicts and working towards a mutually beneficial deal.

5. An outsourced, efficient process

Managing a sale on your own can be overwhelming. From preparing documents to managing marketing and handling negotiations, it can divert your attention from running your business. A Business Broker handles these tasks, preventing potential performance issues that could arise if you're stretched too thin.

6. Confidential dialogue

A sales process requires disclosure of confidential information to multiple parties. Without the assistance of a Broker, it can be difficult to confidentially engage with potential buyers. A Broker can approach buyers, or, with your authority, other industry players, with a "blind teaser," followed by a Confidentiality Agreement before any information is exchanged. Likewise, a Broker is more likely to be able to retain confidentiality from employee enquiry or other stakeholders of the business.

7. Documentation

A business sale involves various legal documents, from Confidentiality Agreements to Sale and Purchase Agreements. Brokers have access to industry templates and can manage negotiations effectively, reducing back-and-forth. This service is included in their commission, helping to minimise costs and streamline the sale.

8. Using your advisers

While your Accountant and Lawyer play vital roles, they don't replace a Broker's expertise in running the sales process. Brokers only charge a commission, so if the sale doesn't go through, there's no cost. The role of the Broker is to build trust with the advisers on both sides of the transaction so that conflicts are minimised, and win-win situations are created. Also, our motivations are completely aligned to the business Owner. The higher the sales value, the higher the sales commission.