



Buying & Selling business opportunities is a specialty all its own in the commercial real estate industry. 4CE RE Clock Hours In this class, you will learn the basics of assisting owners or potential owners with buying and selling businesses. Here are just a few of the topics you'll cover:

- The role of small business in the economy, and the size of the opportunity in representing small businesses as an agent
- Selling a Business—step by step summary of the typical business sales process
- Basic steps for working with a buyer
- Tools for Business Analysis and Valuation
- Financing a Small Business Purchase
- Closing the Sale of a Business—the Escrow Process
- Brokerage Fees and Commission Agreement

Your Instructors:

Bill Pearsall, is a broker who for nearly 30 years has specialized in selling businesses with sales revenues between \$200K and \$20 million. Bill’s firm represents Sellers and Buyers and has a 90% closed deal record. His company’s board range covers most industries and is geographically focused on Pugetropolis. You will be introduced to his methods for adding a successful Business Opportunity sales profit center to your practice.

Taralee Muhli, is the SBA Representative for Wells Fargo Bank. She facilitates all types of SBA loan requests involving business acquisition and real estate ranging from \$100,000 to \$10,000,000. She is an expert in structuring deals, navigating the SBA, educating all parties involved and coordinating all aspects for timely approvals and timely closings.

Steve Stovall, is with McFerran, Burns, and Stovall, P.S., his practice presently focuses on real estate, commercial and business transactions, contracts, estate planning, administration, and tax deferred exchanges. He has led the Complex Escrow Group since its inception and handled a variety of unique escrow closings of business, personal and real property.

DATE: Oct. 6th LOCATION: Lynnwood Convention Center TIME: 8:00AM—12:00PM
3711 196th St. S.W., Lynnwood 98036

CBA Members \$60 Non Member \$70 Location: _____

Checks Payable to: CBA Amount _____

Name (s): _____

Company _____ Ph. _____

Address: _____

City/ST/ZIP _____

Email _____

CC# _____ exp _____

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