



**HOW WE SELL YOUR BUSINESS
SUCCESSFULLY!**

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WHY 10X BUSINESS BROKER M&A

Over 30 years of Entrepreneur Experience in Marketing & Sales

MEET 10X Business Broker Mergers & Acquisitions

Our seasoned team of business intermediaries bring decades of experience buying and selling businesses.

Our advisors are not just transaction facilitators, but partners who understand the human side of business dealings. We are here to make the journey comprehensible, providing support and ensuring that every client feels guided and reassured throughout this significant venture.



Veteran-Owned

MEET THE TEAM



Anna

Executive Assistant



Fernando

Executive Assistant



Missy

Intermediary



Riana

Accountant



Zoe

Intermediary



Kat

Owner & CEO



Support

Peanut, Bella & Hunter



Omar

Executive Assistant

OUR HOME

Offices in Wisconsin & Texas

We serve businesses across the United States. We have offices in Wisconsin and Texas.



SELLING PROCESS

Valuation

We analyze 3 years of financial statements and hundreds of market comparables



Introduction

We go over what you can expect in terms of service, and learn about your business and plans

Marketing

We then draft a comprehensive Confidential Information Memorandum



Engagement

Once you are satisfied with the valuation, we enter a formal engagement agreement



Buyer Search

We advertise to millions of buyers, including our exclusive contacts using a blind profile

Negotiations

When a buyer places an offer on your business, 10X will facilitate all negotiations



Due Diligence

We will work with you to identify and collect all necessary information and documents



01.



BUSINESS VALUATION



ACCURATE SELLING PRICE

Financial Analysis

We review and analyze the last 3 years of your accountant-prepared financials to determine how your business makes money

Market-Based Approach

We then consider market sales data of similarly sized businesses from your industry to determine a realistic and accurate valuation

Statistical Summary

For summary purposes we have included a specific amount for **asset value** and **business value** and a conclusive **selling price**.

- We estimate the asset value of this company to be \$242,000.
- We estimate the intangible value of this company to be \$115,000.
- We estimate the market value of this company to be \$357,000.

Our analysis generates a price range representing the highest price a seller could expect and the lowest price a seller should accept.

Method	High Value	Low Value
Asset	\$264,000	\$220,000
Basic	\$330,000	\$264,000
Capitalization	\$146,667	\$88,000
Critical Factor	\$287,624	\$230,099
Debt Capacity	\$277,461	\$172,573
Industry	\$610,000	\$454,000
Discounted Cash Flow	\$994,021	\$455,192
Market Approach	\$240,108	\$208,692
National	\$278,760	\$234,760
Weighted Factors	\$325,650	\$289,466
Multiple Average	\$387,810	\$266,309
Suggested Range	\$387,810	\$266,309

The **suggested price** is calculated based on the information generated by the various formulas, but will account for special situations and inconsistencies.

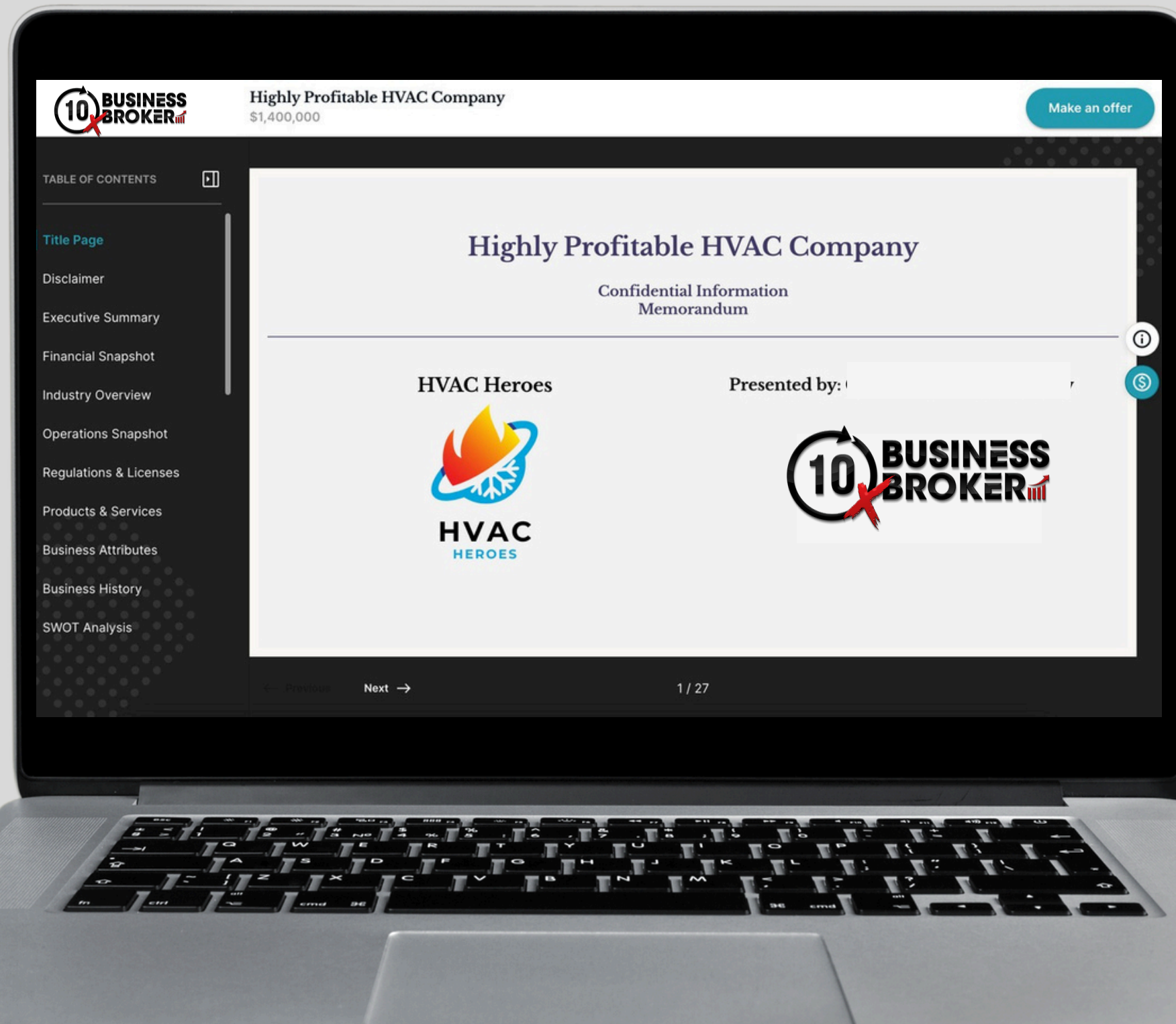
Suggested Price: \$357,435

02.



**MARKETING
PACKAGE**

BUYER PRESENTATION



We prepare a comprehensive Confidential Information Memorandum (CIM)



15 - 25 page professionally prepared summary of your business



Created with a cutting-edge back-office digital software



Confidentiality ensured with NDA required access

03.



**BUYER
NETWORK**



OUR GLOBAL REACH

36,000 +

Registered Buyers

Qualified buyers in our exclusive internal network including private equity firms and investors

1 MIL

Global Outreach

We showcase your blind profile across major platforms to reach millions of buyers

8,000 +

Internal Network

At times, deals close through our internal professional network, preceding marketing

60,000+

Followers

We post the blind profile on our social media platforms to optimize visibility and engagement



BusinessesForSale.com



BizBuySell



VILLAGE WELLTH



DEALBUILDER



AXIAL



04.



NEGOTIATIONS & DUE DILIGENCE

ASSEMBLING A DREAM TEAM

NEXT STEPS:

- Secure a Contract Attorney to Create or Review the Purchase Agreement
- Deliver Due Diligence Checklist to The Seller
- Show Proof Financing Has Been Secured & Ready to Deliver
- Set The Close Date
- Get To The Finish Line



05.



Why 10X Business Broker M&A

FREE BUSINESS VALUATION

Are You Ready To Sell Your Business?



Why Partner With 10X Business Broker Mergers & Acquisitions

- **90% CLOSE RATE**
- **OVER 36,000 ACTIVE BUYERS**
- **30 YEARS EXP**
- **WE FIND THE RIGHT BUYER!**
- **CONFIDENTIAL**



THANK YOU

for considering 10X Business Broker to assist you in Successfully Selling Your Business



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