



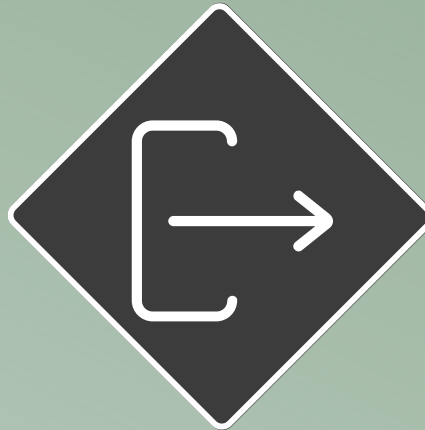
**Z I O N**  
BUSINESS BROKERS



# Value Your Business



## Plan your Exit



## Sell Your Business



# WHAT WE DO

Zion Business Brokers provides professional guidance to business owners in exit planning, business valuation, and selling.

Hiring expert guidance may be the wisest decision you've ever made for your business. Whether you are looking to scale your business, increase value, plan your eventual exit, or sell your business, a trusted professional by your side is the key to painless and profitable results.

Zion Business Brokers knows this path too well. We've traveled it in our own businesses, and guided hundreds of business sellers and buyers through it for nearly a decades. We are here for you, and care about what is most important to you: namely, that you achieve the highest value, with the best terms, in the most seamless manner.

# WHY ZION

## 8 years of Proven Results

- 8 Years of hands-on experience and specialization
- Proven track record at an 89% sale success rate
- Have owned and exited multiple companies

## All in One Service Model

- Business valuation, optimization, exit planning, and sales strategies with one core team of professionals
- Integrated team with a comprehensive, single point-of-contact approach

## Premier Industry Associations

- Professional licenses and certifications in IBBA, M&A Source, Accredited Senior Business Broker, Forbes Business Council
- Continuous education by industry leaders and coaches







## Valuing Your Business

- Recast Financial Statements
- Multiple Method Approach
- Cash Flow & Buyer Return on Investment Analysis
- Pre- Qualify Business



## Marketing Your Business

- Marketing Plan
- Buyer Database
- Create Brochure (Recast Financial State
- Advertise (Proprietary AI - Over 40 Websites)



## Prescreen Prospects

- NDA/Confidentiality Agreement
- Buyer Screening
- Financial Summary
- Run Credit Report



## Negotiations & Showing

- Deal Structure
- Buyer Meeting Strategy
- Show The Business



## Purchase Agreement

- Draft Agreement
- Transaction Timeline
- Seller Note (If Applicable)



## Assist with Financing

- Pre- Qualify Buyer
- Utilize Preferred Lender Network
- Application Preparation
- Business Plan Assistance



## Escrow & Closing

- Draft Escrow Instructions & Documents
- Obtaining Lease Assignment
- Drafting Allocation of Purchase Price
- Coordinate Closing

# The Zion Process

