



New Listings



Leading Swimming Pool Construction Franchise S. OC

Irvine, CA

Price: \$3,795,000
Cash Flow: \$1,359,000
Total Sales: \$8,065,000

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Leading Excavation Contractor in NV

Reno, NV

Cash Flow: \$1,283,242
Total Sales: \$3,398,196

[LEARN MORE](#)



3PL and Warehousing Provider Inland Empire

Rancho Cucamonga, CA

Price: \$1,600,000
Cash Flow: \$449,000
Total Sales: \$1,487,000

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Top Floor Covering Store in S. CA

Victorville, CA

Price: \$545,000
Cash Flow: \$212,000
Total Sales: \$2,389,000

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Finish Carpentry - Custom Decks Contractor in WA

Spokane, WA

Price: \$2,750,000
Cash Flow: \$810,000
Total Sales: \$4,000,000

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Successful Home Care Franchise - Riverside and Orange Counties

Corona, CA

Price: \$699,000
Cash Flow: \$214,437
Total Sales: \$1,969,150

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[See All of Our Listings](#)

From Our Blog



The Complexities of Valuations

A lot of training and experience goes into good valuations. A variety of complex factors are involved. Plus, there are certainly some subjective elements. That means that one professional's valuation may be different from the next. Let's take a look at some of the factors involved when it comes to achieving an accurate valuation.

[Read More »](#)



What Do Buyers Really Want?

When sellers get ready to put their businesses on the market, they often wonder what buyers are really looking for in an effort to make their businesses as attractive as possible. The answer to this question can seem mysterious when you are on the other side of the bargaining table. So, what are buyers typically thinking about when they make the decision about whether or not to purchase a business? It should come as no surprise that much of this is tied into earnings and stability.

[Read More »](#)



No Replacement for Experience

When it comes time to sell your business and sign on the dotted line, you only have one opportunity to get it right. In many cases, business owners have made critical mistakes while attempting to sell their business. This kind of scenario can often occur when an owner trusts a friend or relative to help navigate the process.

[Read More »](#)



An Overview of Goodwill in Business Deals

Many business owners don't understand the concept of goodwill or how to calculate it. When a buyer is willing to pay a premium price for a business, far more than the company's assets would typically dictate, that is considered goodwill. Any company can benefit from understanding how goodwill is cultivated and increasing it within their operations.

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CrossRoads Business Brokers, Inc., 7700 Irvine Center Drive, Suite 800, Irvine, CA 92618, United States

April 2022 Newsletter

Hi <<First Name>>,

Greetings from Evolution Advisors! If you are thinking about selling or buying a business you will find useful information in this newsletter to help guide you along the way.

Recent Articles



How to Get Ready to Sell Your Business

You may have heard the advice, "the best time to prepare to sell is when you start your business." While this statement is far from realistic for most business owners and may even sound humorous, it does contain a certain amount of wisdom. When it comes to getting the best outcomes selling your business, preparation cannot be undervalued.

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No Replacement for Experience

When it comes time to sell your business and sign on the dotted line, you only have one opportunity to get it right. In many cases, business owners have made critical mistakes while attempting to sell their business. This kind of scenario can often occur when an owner trusts a friend or relative to help navigate the process. In some cases, business owners have even been known to try to broker their deals on their own. Let's take a look at some common errors that have occurred during the process when experienced professionals were not brought in to assist.

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Selling Your Business FAQ's Video Series

Episode #8 Marketing Your Business



IBBA Market Pulse Q4 2021 Report

2021 top industries varied by market sector. Personal services, construction, business services, and consumer goods/retail led the Main Street market in 2021, while manufacturing, construction and wholesale/distribution led in the lower middle market. This, according to the [Q4 2021 Market Pulse Report](#) published by the [International Business Brokers Association](#) (IBBA) and [M&A Source](#).

Industry



Source - [IBBA Market Pulse Insight Report Q4 2021](#)

Free Reports

Buyers Guide

At Evolution, we value Buyers and want you to find the right fit. So we've put together this information to guide you.

[DOWNLOAD](#)

Sellers Guide

If you're thinking about selling a business, you've made a smart move—download this report so you can learn more about the process!

[DOWNLOAD](#)

5 Ways To Get Your Business To Run Without You

Have you ever considered making it your primary goal to set up your business so that it can thrive and grow without you?

[DOWNLOAD](#)

Featured Listings



Highly Profitable Northern California Hardware & Lumber Business

Price: \$1,625,000

Cash Flow: \$556,960

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Environmental Consulting Business-Learn the ropes from an expert

Price: \$1,350,000

Cash Flow: \$738,512

[LEARN MORE](#)



Successful Sacramento Area Speech Therapy Business Under Contract

Price: \$1,050,000

Cash Flow: \$413,897

[LEARN MORE](#)



Outdoor Power Equipment Retailer Under Contract

Price: \$1,000,000

Cash Flow: \$350,000

[LEARN MORE](#)



Lake Tahoe Electrical Contracting Business

Price: \$989,000

Cash Flow: \$494,529

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San Francisco Bay Area Landscape And Design Business

Price: \$949,000

Cash Flow: \$532,433

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Specialty Landscaping Design, Install, Service and Supply Business

Price: \$895,000

Cash Flow: \$533,131

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Sacramento Area High-End Eyewear Business

Price: \$495,000

Cash Flow: \$227,396

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Commercial Fencing Contractor

Price: Accepting Offers

Cash Flow: \$2,046,138

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Coming Soon

Bakery with 3 locations

Human Resource consulting business



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Hello,

We hope all is well with you! We want to continue to keep you informed of the various business opportunities we have available for purchase!

CURRENT OFFERINGS



NEW LISTING! 74 year old restaurant with real estate included

Hamburger restaurant in North Central Texas! Real estate included in the price! **Asking price of \$2.3M!**

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NEW LISTING! Luxurious Facial Spa in Collin County TX

Established facial spa specializing in facial and skin treatments! **Asking price of \$340K!**

[LEARN MORE](#)



NEW LISTING! High Volume Hair Salon in Collin County

Beautiful, multi station salon with seasoned staff! **Asking price of \$235K!**

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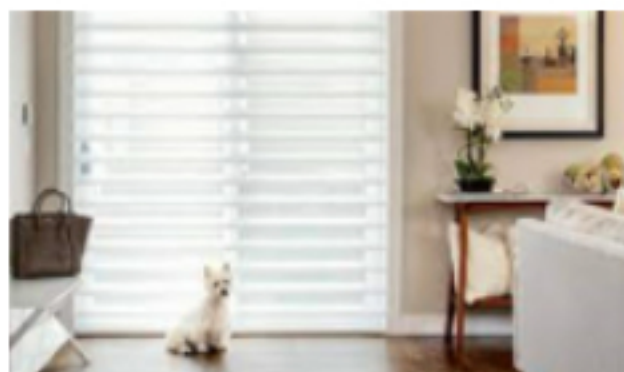


NEW LISTING! Auto Repair Business

Asking price only \$149K!

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PRICE REDUCTIONS



Custom Window Treatments

Price just reduced to \$425K! Over 30 years in business in Sherman, TX! Earnings of \$151K, with an asking price of \$425K!

[LEARN MORE](#)

OTHER OPPORTUNITIES



Fast growing Signs & Graphics Business in Sherman, TX

Earnings of \$194K! Revenue up 30%!

[LEARN MORE](#)



Lawn Maintenance

Asking price just reduced to \$249K! Earnings of \$80K.

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Burger Franchise in Collin County

Money maker for 10 years! Earnings of \$186K, with asking price of \$485K!

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Jimmy John's Sandwich Shop

Dallas County location, earnings of \$125K.

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French Bakery Franchise

Denton County Location, asking price of just \$120K!

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Web Based Solar Screen Sales

Earnings of \$115K, with asking price of \$325K!

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Truck Bedliner Business

GROWING, with Earnings of \$223K!

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LISTINGS CURRENTLY UNDER CONTRACT

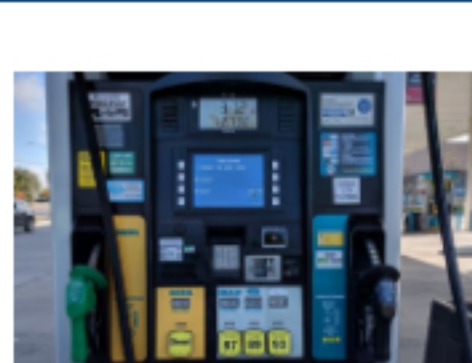


Commercial Print Business

In business for over 40 years! Asking price of \$375K!

This listing is currently UNDER CONTRACT!

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Gasoline Station Equipment & Maintenance Company

Earnings in excess of \$450K, asking price of \$1.9M.

This listing is currently UNDER CONTRACT!

[LEARN MORE](#)

Visit www.vrdallas.com and scroll toward the bottom of the home page screen to see all opportunities or call 214-733-8282. We'd be happy to schedule a time to review all our opportunities and help you find the business to fit your needs.

Best regards,

Larry Lane
Principal Intermediary
VR Business Brokers
17120 Dallas Parkway Suite 240
Dallas, TX 75248
Tel: 214-733-8282
Fax: 972-542-7644
E-Mail: llane@vrdallas.com
Web: www.vrdallas.com

***** NOTICE *****

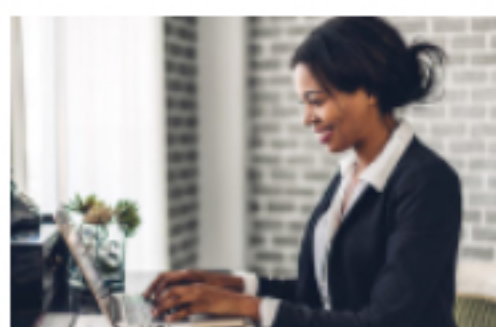
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From Our Blog



The Importance of Employee Happiness

Everyone knows that good employees are important for a thriving business. That's why there has been so much emphasis on keeping employees happy. When your employees are feeling not only satisfied, but also valued, they will be more likely to keep your clients satisfied too. Your business will be more likely to thrive and grow. Of course, this works in the opposite direction as well. When your staff is frustrated and angry, their actions can drive away your customers and clients. If you are looking to sell your business for maximum revenues, it is a good idea to also maximize employee satisfaction levels.

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Leases: Key Considerations That Can Make or Break a Business

Are you selling a business that involves a lease? If so, this will be a factor that has significance to a buyer when you go to complete your deal. If your business relies heavily on its location and you don't own property, then you'll find the lease will be quite an important consideration for your buyer. By the same token, if you're buying a business that involves a lease, you'll want to carefully examine this document and consider how it might impact you and your business. Let's take a look at some important clauses and terms you'll want to be looking for.

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What Should You Expect from Term Sheets?

If you're selling your business, at some point you'll likely be presented with a term sheet. As the name suggests, this document will include the "terms" of the deal including the basic economic terms and conditions of a prospective acquisition. It is a list of conditions to be met if the sale successfully takes place, yet it is not legally binding.

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Is Your Deal Really Done?

Once you get to the stage of your deal where you have a signed letter of intent, you may already be feeling a sense of relief that your deal is near finalization. But remember that the due diligence stage is typically yet to come. This stage includes everything from financial and legal investigations to a review of specific information regarding how a business is run.

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Questions to Ask When Negotiating a Deal

Almost every sale of a business involves a high degree of negotiation between buyers and sellers. In this article, we share some of the questions you can ask yourself to prepare for this part of the process. After all, optimal outcomes are typically only achieved through proper negotiation strategies. Keep in mind that one of the key strengths possessed by Business Brokers and M&A Advisors is expertise and skills in negotiating deals.

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How Can You Tell If a Potential Buyer is Really Serious?

When you're trying to sell your business, the last thing you want is to waste time dealing with buyers who aren't qualified and are unlikely to actually make a purchase. After all, you will not want to reveal details about your business to someone who may be looking to take advantage of the situation. Let's take a closer look at how you can weed out legitimate buyers from those who are just kicking the can down the road.

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Selling a Business? *Key Questions to Ask Your Prospective Advisor*



You are selling your business, and your friend said to call Bill Broker down the street. After all, Bill Broker has sold commercial buildings, sold some residential real estate, and even did home loans. So, he should know how to go about selling a business, right? Before you hire an advisor, consider asking these very relevant questions...

[Please click here to read the complete article](#)



Kenneth A. Oppelt

Managing Principal

Ken founded Vanguard Resource Group and has participated in over 800 successful transactions. Ken holds the Certified Business Broker (CBB), the Certified Business Intermediary (CBI) and the Mergers & Acquisitions Master Intermediary (M&AMI) designations. Ken has served as president and Board Member of CABB and served on the board and named a Fellow of the IBBA. Ken is also a Lifetime member of the Institute of Business Appraisers.



Don DiSpaltro

Managing Principal

Don has sold hundreds of companies, has been a consistent top producer and the recipient of numerous national awards. Don is a dedicated professional committed to guiding clients through the complex and demanding tasks associated with business transfers. Don founded Unimed Supply & Specialty which was acquired by private investors prior to his joining Vanguard Resource Group. Since 2002, Don has had the privilege of working with 1000's of Business Owners and their professional advisors in the confidential sale or valuation of their San Diego based companies.



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