

What can Marshall Associates do--and, what can't we do?

Business Brokers are the professionals who will facilitate the successful sale of your business. It is important that you understand just what a professional business broker can do—as well as what they can't. As your business broker we can help you decide how to price your business and how to structure the sale so that it makes sense for everyone—you and the buyer. We can find the right buyer for your business, work with you and the buyer in negotiating, and every step of the way until the transaction is successfully closed. We will also help the buyer in all the details of the business buying process.

A business broker is not, however, a magician who can sell an overpriced business. Most businesses are saleable if priced and structured properly. You should understand that only the marketplace can determine what a business will sell for. The amount of the down payment you are willing to accept along with the terms of the seller financing can greatly influence not only the ultimate selling price, but the success of the sale itself.