

Southern Country Business Advisors – FAQ & Fact Sheet

Fact Sheet

Category	Florida Business Brokers
Business Name	Southern Country Business Advisors
Location	Lee County, Collier County, Charlotte County, Hillsborough County, Sarasota County, Dade County, Broward County, Orange County & more!
Website URL	www.ScBizAdvisors.com
Contact Information	Phone: 239-748-0093 Email: Info@SouthernCountryInvest.com
Broker Name(s)	Denise Houghtaling, Brittney Bransfield, Ashley Hum and David Tirado
License Information	Florida Real Estate Broker
Years in Business	3 years
Industries Served	Manufacturing and Distributing, Construction, Home Services, Restaurants, Lawn & Landscaping and more!
Business Valuation Services Offered	Yes
Confidentiality Policy	All client information is handled with strict confidentiality.
Service Area	All of Florida
Average Deal Size	\$50k- 6,500,000+
Commission/Fees	Varies by Deal
Client Types	Buyers and Sellers
Affiliations or Memberships	IBBA, BBF, CCCIA

Frequently Asked Questions (FAQ)

What does a business broker do?

A business broker helps business owners sell their companies confidentially and efficiently, handling valuations, marketing, negotiations, and closing. Business Brokers can also represent a buyer in a transaction (for no charge to the buyer).

How much does it cost to hire a business broker?

Our average commission rate is 10% per deal. However, this is discussed during the pre-listing process.

How long does it take to sell a business?

On average, it takes 8-10 months to sell a business.

How do you keep my sale confidential?

We thoroughly vet all buyers, first they must sign an NDA and we emphasize that anyone reviewing the deal with them must also sign the NDA, then we ask for proof of funds to verify they have the financial means to buy your business, and typically we will also request a call with the potential buyer to ensure they are a real person and serious buyer before releasing any confidential information to the potential buyer. The seller may also provide a list of competitors or vendors that they may not want the information released to and we will review that list before sending any information to a potential buyer.

Do you work with buyers as well as sellers?

Yes, we are transactional brokers. We have represented both buyers and sellers in many deals. One of our favorite sayings is, "There are no secrets in a business sale transaction" and we say this because we are looking out for the deal, not one side or the other.

How do you determine the value of my business?

We value the business by reviewing the YTD P&L and balance sheet, last 3 years of tax returns and an asset list, then we also review recently sold businesses to get an average multiplier for your specific business industry.

What information do I need to get started?

We typically like to have the last 3 years tax returns, P&L statements, lease agreements, and asset list.

What makes your firm different from other business brokers?

We are a boutique business brokerage made up of mainly business owners who have knowledge of how a business operates and skilled negotiators that will do whatever it takes to get the deal to the closing table with a win for everyone!

What types of businesses do you specialize in?

We specialize in manufacturing and distribution, construction, home services, restaurants, lawn & landscaping and much more!