

BUSINESS BROKER IN A BOX

Business Broker Training Program

16-HOUR COURSE

Launch Your Career.
Build Your Future.



Learn the Business
Broker Industry



Help Business Owners
Sell & Buyers Succeed



Earn Substantial
Success Fees



A Personal Message from Frank Feiler

Thank you for your interest in attending “Business in a Box” Business Broker training program to help you jump start your career in the lucrative Business Broker industry.

There has never been a better time than now to take advantage of the boom in people wanting to be their own boss, but don't know how to do it.

Upon completion of this information inter active 16-hour training, you will be ready to walk, talk, act and know how to and where to find Business Owners wanting to exit, and Business Buyers wanting to buy.

Please take a few moments to learn what others who have been trained by myself have to say about their experiences. Also included is a brief outline of the content and training manual agenda.

Your investment for your lifetime career is extremely small considering if you compare it to the Success Fee's you will earn with this knowledge you will gain. Many of our past attendees are earning Seven figure incomes in their second year and beyond.



Frank Feiler

Instructor and Coach

Learn From an Industry Veteran

Meet Your Coach



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My passion is teaching others how to succeed in business brokerage and helping them build a rewarding career with freedom and financial independence.

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Franklin D. Feiler is an accomplished executive with over three decades of hands-on business experience. He founded F.D. Feiler Consultants in 1981 after and went on to become Vice President of Transworld Business Advisors, today's number one largest Business Broker Firm in the world. He also served as Director of Operations and Training for an international Business Broker Firm, with 80 offices where he trained all new franchisees. Frank has headed up industry conferences and addressed audiences on topics and techniques in the brokerage field.



OVER 3 DECADES

Business Leadership
Experience



12 YEARS

VP of Operations & Development
at Transworld Business Advisors



FOUNDER / LIFE MEMBER

Business Brokers of
Florida



250+ OFFICES

Helped Launch a National
Franchise Network

LEARN MORE: WWW.BUSINESSCONSULTANTUSA.COM

About the Program

"Business Broker in a Box" is a comprehensive program offering a proven formula for achieving six-figure income by helping connect business buyers with sellers.

This turnkey system provides everything you need to establish yourself in the lucrative business sales field without the constraints of a franchise.



Specifically geared toward former business owners and managerial professionals, though any business oriented individual can succeed with our complete system and ongoing support.

WHY JOIN OUR PROGRAM?



COMPLETE FINANCIAL INDEPENDENCE

Work as your own boss on your preferred schedule with a home-based operation designed to maximize your earnings.



MINIMAL INVESTMENT, MAXIMUM RETURNS

Start with a one-time purchase price, no monthly royalties, no ongoing fees, and no inventory purchases.



COMPREHENSIVE ONGOING SUPPORT

Receive guidance from an experienced industry executive, plus ongoing support as you build your career and close deals.



EXCLUSIVE SMALL-GROUP TRAINING

Limited class size allows for personalized attention, targeted coaching, feedback, and time for your specific questions.



READY TO GET STARTED?

Turn your experience into opportunity and build the life and income you've always wanted - on your terms.

Course Outline

16-Hour Training Program



- 1** BUSINESS BROKERAGE HISTORY
- 2** THE SELLING PROCESS (AS A SELLER)
- 3** THE MARKET WE WORK WITHIN
- 4** LISTINGS: YOU MUST LIST TO EXIST
- 5** SALES SKILLS YOU NEED TO PRACTICE
- 6** THE PSYCHOLOGY OF SELLING (ABC)
- 7** OVERCOMING OBSTACLES
- 8** NEGOTIATION: EVERY 'NO' IS CLOSER TO 'YES'
- 9** THE BUYING PROCESS (AS A BUYER/PURCHASER)
- 10** FROM CONTRACT TO CLOSE
- 11** FINANCING OPTIONS: SELLER – LENDER – SBA
- 12** PRICING YOUR LISTINGS
- 13** UNDERSTANDING THE LEASE
- 14** KEY POINTS EVERY BROKER NEEDS TO DO
- 15** GOAL SETTING: YOUR FUTURE SUCCESS
- 16** GLOSSARY



Includes 150-Page Training
Manual + Prospecting for
Listings Booklet

Testimonials



What Our Graduates Say



I've known Frank for more than 30 years, and few people have contributed more to the education of business brokers. His training is practical, experience-based, and incredibly valuable for anyone building a successful career in business brokerage.

Tom Milana

Director of International Business Sales, Transworld Business Advisors



Frank's training gave me an entirely new perspective on business brokerage and the M&A industry. It was thorough, practical, and packed with real-world knowledge you cannot get from books or videos.

Aaron Kesler

Business Broker, South Florida M & A Advisors



Frank was one of the first people to truly influence my foundation in business brokerage. He provided training and mentorship that gave me real insight into the industry.

Neal Isaacs

President, Tri County Business Advisors



Frank's training helped me build the confidence and skills needed to develop a portfolio of more than \$42 million in listings. His mentorship played a major role in my growth as a business broker.

Dr. Jay Rubens

Mergers & Acquisition Specialist, Signature Real Estate



Frank's insight, professionalism, and guidance have been invaluable. He was instrumental in helping me enter the business brokerage industry and continues to be a trusted mentor.

Marshall Pollock

President, Transworld Business Advisors of San Diego



Frank's training is practical, insightful, and rooted in real-world experience that helps brokers build confidence, solve problems, and grow into successful professionals.

Nicole Naz Evke

Director of International Sales, VR Business Sales M&A



Frank is one of the best sales coaches I've learned from. His training builds the right foundation for long-term sales success. His training builds the right foundation for long-term sales success.

Adam Petricoff

Managing Partner, NXT Chapter Advisors, South Carolina

Adam Petricoff, Managing Partner, NXT Chapter Advisors, Columbia, South Carolina

Former Attendee

Professional References



The following individuals will provide personal and professional references for Frank D. Feiler.

Jim Parker

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Course Fees



Business Brokerage in a Box

Your course fee includes the following training materials and program resources:

- Certification of Business Advisor Intermediary (Printed Certificate)
- 16-Hour Training
- 150-page Course Training Manual
- Prospecting for Listings Booklet
- Template Charts and Presentations

Dates announced in advance by inquiry.

\$995

PARTNER BROKER FEE

Work with a top Broker firm to have ongoing tech support, phone, email and text access directly to Frank Feiler. You will also be able to join the Business Brokers of Florida (BBF) and attend biannual Conferences, Lunch and Learn sessions, all forms, and access to the Multi List Service with over 2,000 listings for you to have in your inventory. A Florida Real Estate License is required which can be obtained online in one week. Must be a Florida resident.

\$1,595

NON-PARTNERSHIP BROKER

After course completion, operate independently on your own without above features. It would include up to three hours monthly of Support services for problem-solving, deal Solutions phone consultation. Open to non-Florida residents.



INVEST IN YOUR FUTURE. EARN UNLIMITED POTENTIAL.
Your success is our mission.

Military Veterans receive 10% off Fees

A rewarding career path starts **here.**

WHY INVEST IN YOUR FUTURE?

"Business Broker in a Box" provides you with the proven system, tools, and support to build a rewarding career in business brokerage. You'll help business owners achieve their goals, guide buyers to success, and earn substantial success fees along the way.



QUESTIONS?

— We're here to help.



(561) 445-4040



(888) 713-9988



fdf@fdfbiz.com



BusinessConsultantUSA.com

YOUR FUTURE STARTS NOW.

We look forward to having you in the program!

CLICK HERE TO GET STARTED!

**BUSINESS
BROKER
IN A BOX**

Spots are limited to ensure personalized attention.

Reserve your seat today and take the first step toward your new future!