



TOPICS

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We show buyers how to buy the right business the right way.

Become a
 Better
 Dealmaker



"Business Buyer Advocate"® Since the 1970s

We are not a franchise. We do not sell businesses. Our Street-Smart 22-Step Acquisition Sequence™ integrates five services essential to buyers: search, due diligence, financing, valuation and dealmaking. Learn at this website and then email us from any of our webpages.

Successful advisors, wanting to diversify their offerings, are invited to join us. We'll share with you our trade secrets, know-how and reputation.

NEW PLATFORM FOR DEALMAKERS

By [Ted Leverette](#)

[Buying a Business, Selling a Business, Tips for](#)

<http://partneroncall.com/>

DEAL KILLERS AND DEAL KILLING FOR BUSINESS SELLERS AND

DIIVEDC

[Advisors](#)



Announcing a major change to this website. We're

looking beyond our internal resources so we can be useful to more people. We want to publicize some of the movers and shakers that facilitate and finance the purchases, sales and mergers of small and midsize companies in the USA and Canada. ...

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HOW TO PREPARE BUSINESSES FOR SALE

By [Ted Leverette](#) [Selling a Business, Tips for Advisors](#)

How to Prepare . . . and Sell . . . Small & Midsize Companies for Sale Listen & Learn Podcast™ From this webpage you will see links to the audio and/or the written report pertaining to this recent event. Most small and midsize companies for sale don't sell. ...

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39 QUESTIONS THAT STYMIE BUYERS OF BUSINESSES

By [Ted Leverette](#) [Buying a Business, Tips for Advisors](#)

Below are 39 questions that stymie buyers of small and midsize businesses (and their advisors). ...

BUYERS

By [Ted Leverette](#)

[Buying a Business, Selling a Business, Tips for Advisors](#)

Before you blame advisors, listen to this podcast so you see how easy it is for buyers and sellers to kill their pending transactions. Deal Killers and Deal Killing for Business Sellers and Buyers. This continuing education TeleSeminar is for professional advisors (and people who want to know what professionals ...

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HOW TO INCREASE COMPANY CASH FLOW AND PROFIT

By [Ted Leverette](#)

[Buying a Business, Selling a Business, Tips for Advisors](#)

Little-known ways to quickly increase cash flow and profit for any kind of company or professional practice . . . Listen & Learn Podcast™ Lots of great points, as usual. — Tom Kastner, GP Ventures, Ltd. While most of the items you suggest were already on my radar, there ...

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TED LEVERETTE REVEALS HOW BUSINESS BUYERS ARE BLINDSIDED BY SELLER'S EMPLOYEES

By [Ted Leverette](#)

[Buying a Business, Selling a Business, Tips for Advisors](#)

and midsize businesses (and their advisors). How do we know that? We surveyed 10,000 people in the USA and Canada. And then many of them registered for our free TeleSeminar. Who? Business buyers, of course. And accountants, acquisition advisors, asset-based lenders, ...

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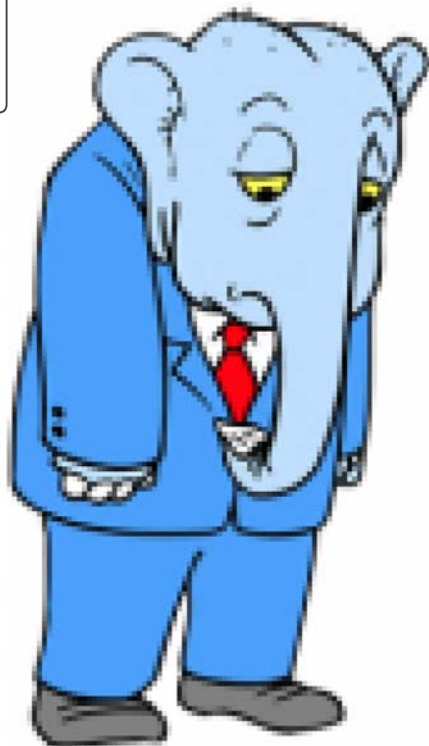
Insights Savvy Business Buyers MUST Detect from Employees of Companies for Sale Employees can be the buyer's BEST reality check. Too many buyers are fooled by employees working for businesses for sale. Order the Audio and PDF report: Business Buyers Interacting With Seller Employees. \$19.95 We fulfill orders by the ...

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THE CUSTOMER IS NOT ALWAYS RIGHT

Ted Leverette

[Buying a Business, Selling a Business, Tips for Advisors](#)



Foolish companies, believing "the customer is always right," can harm themselves, their employees and their customers.

Worse, this misunderstood maxim can undermine naïve buyers and sellers of businesses and their sources of financing. The customer is NOT always

right! Here is what can happen with the foolhardy proclamation: The customer ...

WHY CAN'T MOST PEOPLE BUY THE RIGHT BUSINESS THE RIGHT WAY?

By Ted Leverette

[Buying a Business, Tips for Advisors](#)



A self-defeating dilemma prevents most people from buying the right business

the right way. What distinguishes the best dealmakers from the wannabes? The best dealmakers have the right experience and the best tools. But how did they get those advantages? Trial and error is one way. Of course that tactic ...

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BUSINESS BUYING DOS, DON'TS & PROFIT STRATEGIES

By [Ted Leverette](#)

[Buying a Business, Tips for Advisors](#)



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s the Right Way—Dos, Don'ts & Profit Strategies is the title of the new book by Ted J. Leverette, The Original Business Buyer Advocate ® Click here to see the first chapter, "What's ...

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62 REASONS FOR SELLERS HIRING BROKERS

By [Ted Leverette](#) [Selling a Business, Tips for Advisors](#)

According to our poll, conducted in the USA and Canada (plus a few contributors from around the

world)
 there
 are 62
 reasons



WHY SELLERS TRUMP MOST BUSINESS BUYERS

By [Ted Leverette](#)

[Buying a Business, Selling a Business, Tips for Advisors](#)



Sellers prevail over buyers all too often. It's because savvy sellers have an

advisory team. And the right business broker further tips the advantages to the seller. So, what can business buyers do? First, try listing the advantages you bring to the dealmaking table. How do they stack up against ...

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CREATIVE FINANCING

By [Ted Leverette](#)

[Buying a Business, Tips for Advisors](#)

You could rob a bank or . . . be among the 100,000 + people and companies that have benefited from Ted J. Leverette's creative financing book: How to Get ALL the Money You Want For Your Business Without Stealing It It explains 500 proven ways to get cash for ...



Deal

reasons why sellers of small and midsize

businesses hire business transfer intermediaries (i.e., business brokers and advisors who specialize in dealmaking on behalf of sellers). The top reasons ...

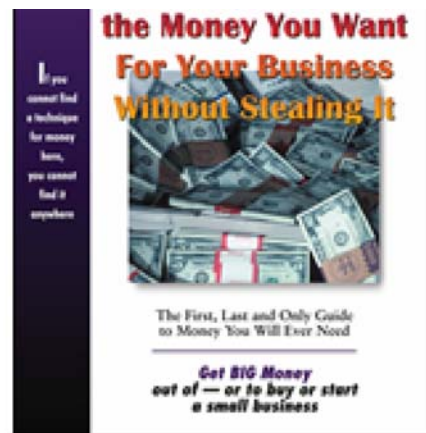
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BUSINESS BUYERS ADVANTAGE

Ted Leverette [Buying a Business](#)

The “Business Buyers Advantage” is achieved by people who thoroughly study the content of this website, and then assemble an advisory team proven to facilitate win-win done deals. It’s that simple! Free monthly e-newsletter: If you like the kind of information you see on our website, please subscribe. We’ll ...

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WHAT’S YOUR GRIPE ABOUT BUSINESS BUYERS OR SELLERS?

By [Ted Leverette](#)

[Buying a Business, Selling a Business, Tips for Advisors](#)



WHAT’S YOUR GRIPE?!

A day doesn’t go by without someone telling Ted Leverette their

gripe about a business buyer, seller, advisor, broker or lender. Such as an accusation, admonition, allegation, assertion, blame, chastisement, complaint, condemnation, criticism, denunciation, disapproval, grievance, grumble, lament, moan, objection, protest, rebuke, reprimand, reproof, wail, warning. What say you? Complainers ...

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