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Despite Economic Uncertainty, Business Deals Still Take Place



The current economic climate continues to hinder some business sales, but even with a challenging environment, businesses are changing hands. Regardless of the economy many aging boomers are looking to retire, while younger boomers are interested in buying and becoming their own bosses.

This is the time when business savvy people don't take cover but actually dig in. While some business owners are hiding from the possibly negative and money draining effects of a struggling economy, there are those who continue to look to buy and are finding that deals can still be done.

Many business owners are concerned with the future and already have plans to sell in the next few years. They may be even more motivated to start the sale process now since businesses that are in the market are not selling as fast as in recent years. Buyers are discovering that business opportunities do exist, and that regardless of the state of the economy, deals are being done, they may simply require some creativity.

With credit markets as they are, banks are utilizing tighter lending and underwriting requirements for business acquisitions. Buyers and sellers must develop creative deal-structuring strategies that make transactions happen and provide future success. Seller financing helps with the capital structure, and has almost become a requirement by lenders in the current environment. Seller participation assures a prospective buyer and lender that the seller believes in the value and sustainability of the business.

Also, to remain competitive, many businesses could treat the down turn of the economy as a time to lay the foundations for future growth and the sale of the business when the economy rebounds. This may include a more global approach. Some regions of the world with advanced economies have escaped the effects of the credit crunch and those looking to create future successes may be able to capitalize on these global opportunities.

While there's much doom and gloom associated with the current economy, opportunities do exist for those interested in buying or selling a business. For business owners, or would-be owners, it's important to work with a qualified business transaction professional, like a Certified Business Intermediary (CBI) or Mergers & Acquisitions Master Intermediary (M&AMI). They can provide the proper guidance on developing deal strategy.

How other buyers feel about BestSoCal Business:

"Alan Lippincott and his staff were very thorough and helpful with every step of the process when I decided to sell my business. I was very confident working with Alan, and very please with the results! Thanks, Alan!"

Joanne Maggio, Seller
Dealer's Source

"BestSoCal made the whole process of selling my business as easy as possible. I feel confident that all the legal steps have been taken, and I can sit back and enjoy my retirement. I would recommend this service to my friends!"

Mick Ofield, Seller
Design Works Advertising Agency

"Alan was very helpful. Always returned our phone calls (not everyone does). He made us feel at ease, and found us the perfect business! We were looking for about a year. He made this a great experience. A million thank yous!"

Debbie Rosetti-Colacion, Buyer
The Good Day Café

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**If we can help you, or your client buy or sell a business,
call us now at (562) 795-0500
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**When one door closes,
another opens; but we
often look so long and so
regretfully upon the
closed door that we do
not see the one which has
opened."**

*--Alexander Graham Bell,
American inventor*