

Southwest Business Alliance

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NAABB Certified Broker Designation

ARIZONA BUSINESS BROKERAGE CAREER

Exceed \$200,000 per year!

Title:

Arizona Broker Associate

Job Description

Represent business owners wanting to sell his or her business in a confidential manner to qualified buyers. Protecting confidentiality is critical because a business will suffer if the public knew the business was for sale. Customers would find another option, employees would look for a new job and the competition would use it to gain market share. This is not a real estate career as Business brokers sell the goodwill and assets rather than the property. One more thing, business brokering thrives in good economy and bad.

Compensation

- Commission 1099 Position
- Average Commission Per Sale is \$52,000
- Split to Southwest Business Alliance: 30%
- Your Average Take Home Per Sale: \$36,400 (70%)
- Average Sales Per Year: 6-8
- Average Associate Broker Yearly Income: \$218,400 to \$291,200

ABOUT NAABB CERTIFICATION

Southwest Business Alliance is a NAABB Certified Broker with the North American Alliance of Business Brokers (NAABB) is known internationally for their creative marketing techniques and business brokerage opportunity. The latter, of course, has brought you here. You will be an associate of Southwest Business Alliance carrying the *NAABB Certified Broker* designation.

TRAINING

We provide a comprehensive a two-day training program and the best part is that the President of the North American Alliance of Business Brokers, Scott Radin, will personally train you in Arizona with the industry's most comprehensive training. Scott Radin also trained Southwest Business Alliance Owner Nick Bond.

The training is interactive and combines Scott's vast knowledge with colorful interactive video / slide presentations. All training is available in the video library on the broker support site that you will have access to along with advanced training models.

Training overview of the two days (order may vary)

- Overview of brokering
- Understanding sellers
- Seller interview
- Seller presentation
- Business Valuation
- The Listing Agreement
- Seller Process
- Seller Objections
- Understanding buyers
- Buyer interview
- Buyer process
- The Purchase Agreement
- Buyer Objections

Training is done in Arizona by Scott Radin, President of the North American Alliance of Business Brokers. He is the one who trained Nick Bond, Broker Owner.

SUPPORT

We profit with you and not from you, so the support is critical to us. All associate brokers have private access to the NAABB Clubhouse; a comprehensive support web site. In addition, Scott

and NAABB Vice President Kathy Schmeltzer are always on call to answer live support issues and we are constantly providing updates to the brokers. Basically, support covers everything other than us being there with you on meetings. This includes our annual conference (March 2018 in New Orleans).

MARKETING

Never cold call or canvass!

We are well regarded for our systems but the marketing that we provide is at the top. We generate virtually all your buyer and seller leads so you do not have to worry about lead generation. We want you out meeting clients not trying to find them. In addition, we always stay ahead of the curve including our newest marketing services by developing and managing your social media platform plus we will produce a YouTube commercial and embed it into your web site. The extent of the marketing depends on the program that you select.

Brokerage Model

This is an overview of what we will provide.

1. Business seller leads wanting to hear from you
2. Two-day training with NAABB President Scott Radin
3. Complete support from NAABB
4. Leads funnel utilizing our 100+ lead generating web sites
5. Professional buyer network that includes all current/retired pro football players.
6. CRM software to keep track of your leads

Associate Broker Fee

1. \$6,000 for NAABB training & certification fees

The fee covers travel expenses to fly in NAABB President Scott Radin and consideration for NAABB Certified Broker designation. The fee is paid directly to the North American Alliance of Business Brokers. Southwest Business Alliance does not receive any part of this fee.

Contact us to schedule an interview.

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