

A.S Radin & Associates

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NAABB Certified Broker Designation

BUSINESS BROKERAGE CAREER

Below Terms May Differ in Canada or CA / FL / AZ / MN / WI

Title:

Business Broker Associate for A.S. Radin & Associates

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 we 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 A.S. Radin & Associates: 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

You will be working for A.S. Radin & Associates, the Founder & Owner of the North American Alliance of Business Brokers carrying the NAABB Certified Broker designation.

ABOUT NAABB CERTIFICATION

A.S. Radin & Associates is the founder, owner and developer of 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 A.S. Radin & Associates carrying the *NAABB Certified Broker* designation.

FROM THE FOUNDER & OWNER

My name is Scott Radin and I am the owner and founder of A.S. Radin & Associates and the North American Alliance of Business Brokers (known internationally as simply NAABB). Right out of college I began working the title insurance industry and stayed there for 13 years however in 1999 my title company, Land America Title, downsized and laid off regional managers. I was one of the ones let go and I must admit that I was angry at the world. It turned out to be the break in my life that we all have at some point in time. So, with motivation to stay away from the corporate world, I developed a sales and marketing company ([A.S. Radin & Associates](#)) that still exists today. By 2001, I was brokering businesses and providing broker training throughout the world. In the 17 years since, I have used my vast experiences to grow NAABB into North America's premier business brokerage firm. NAABB is not only the most sought-after broker career program, we are also considered the industry pioneer.

TRAINING

We provide a comprehensive a two-day training program and, the best part, is that owner Scott Radin himself will spend 2 days providing the industry's most comprehensive training. 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.

DAY ONE...

- Marketing / Leads Development 10AM – 1 PM
- Understanding Business Sellers 1:30 PM - 4 PM

DAY TWO...

- Understanding Business Buyers 10AM – 1 PM
- Contracts / Agreements / Valuation Workshops 1:30 PM - 4 PM

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.

This is an overview of what we will provide.

1. Exclusivity to your territory by area code (s)
2. 50 business seller leads wanting to hear from you
3. Alternative free marketing techniques without cold calling
4. Two-day training in your area with owner NAABB Scott Radin
5. Basic posting all your listings on business for sale web sites
6. Mobile compatible web site optimized to your brokerage
7. Leads funnel utilizing our 100+ lead generating web sites
8. Professional buyer network that includes all current/retired pro football players.
9. Training on how to use local media for free publicity / advertising
10. Training on generating a press release and getting it out to the masses
11. Opportunity to purchase the rights to your territory and become the owner
12. Full access to the broker marketing center

Training / Travel / Set Up / Protected Territory Costs: \$5,000 (\$8,000 in HI / AK)

Required to schedule training dates and exclusive territory

Now hit the back button to schedule an interview.