

## ***Frequently Asked Questions About NAABB Career***



### **North American Alliance of Business Brokers**

Owned & Operated by

A.S. Radin & Associates

Scott Radin, Founder & Owner & Trainer

18 Breezewood Drive \* Orchard Park NY 14127

Over 100 brokers throughout North America!

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### **Why is there a fee to work for you?**

You are not working for NAABB. You will be an independent business broker owner officially designated as a NAABB Certified Broker. As such you are purchasing the complete licensing rights to your territory by area code (s). In addition, the fee covers training expenses including travel expenses incurred by NAABB Founder and Owner Scott Radin to train you in your own territory. Another large chunk of the fee is paid to Business BrokerCast to generate your marketing campaigns resulting in 80-100+ business seller leads in your first three months. In the end, virtually all of the fee is expensed back into you.

We do not profit from you – we profit with you.

### **Can you finance the fee?**

It is illegal in the USA and Canada for us to internally finance the fee or take the fee in consideration of future sales. However, we do work with a third party unsecured lender who bases financing on GOOD to GREAT credit and past income. Others find someone to invest in them. Another common fear is someone who has the fee but would rather finance it than take it out of their own savings. To that we advise that it is much cheaper to lend yourself the money than pay interest on a third-party loan. If you follow the process then your ROI should be 30-45 days after launch. If you can do any of the above the schedule a consultation with us right now.

### **What is your success rate and why do some fail?**

Our success rate of renewing brokers after one year (no renewal fees) is about 85%. This indicates an 80-85% success rate (a few are delayed in launch so renew in far less than a year). As for those that fail, it is one of two reasons. The first reason is that they do not call their leads back – yes this happens! We generate virtually all leads but the broker must call them back. The second is that they do not follow the process and get lost in time and structure. There is also a small percentage that just do not like having to call leads back and put people together. For those people, we have a resale option.



## How long until I see revenue?

Anywhere from the first month (distressed / cash businesses) to 3-4 months for a quality / mid-sized business). And by first month we refer to a minimum of \$10,000 your first month.

## Do I need a physical office?

No, most work from a home office unless they already have an office. You will be meeting business sellers and buyers at the business. Office rent is an unnecessary expense.

## After the initial fee is there any ongoing fee (s)?

No, our fee is all inclusive without any hidden fees or agendas.

## What is UnderDOG?

This is NAABB Founder and Owner Scott Radin's free service to the victims (or their attorneys) of online slander. As a victim himself in 2009 – 2011, Scott is now internationally recognized for his ability to overcome anonymous online slander to forge a business brokering empire and he consults pro bono to others in the same situation. And while this online extortion attempt against Scott Radin can still be found today, most gravitate toward him for standing up and facing it head on.

## Do I get my own web site?

Yes, you will have your own stand-alone web site fully optimized to make your brokerage dominate first page search results. This web site is mobile compliant and will soon have an application allowing you to do advanced functions like formatting contracts and calculating a business value.

## What is My Elite Network?

This is a network comprised of over 14,000 current and former professional football players whom have chosen NAABB to be their broker of choice to find these player business investment / opportunities. Developed by retired professional football players, this network provides its members legitimate opportunities rather than the Ponzi schemes they have thrown at them.

## Can I really make \$200,000 a year?

Yes, and that includes your first year. In training we give you goals designed to achieve this number as long as you reach the goals and follow the process. We have also had a few brokers hit this number on one sale. The minimum commission collected by NAABB Certified Brokers is \$10,000 and the average for quality businesses is about \$52,000. So reaching this goal could be as little as four sales in a year.

But we stress to make this a minimum goal not a stated goal.