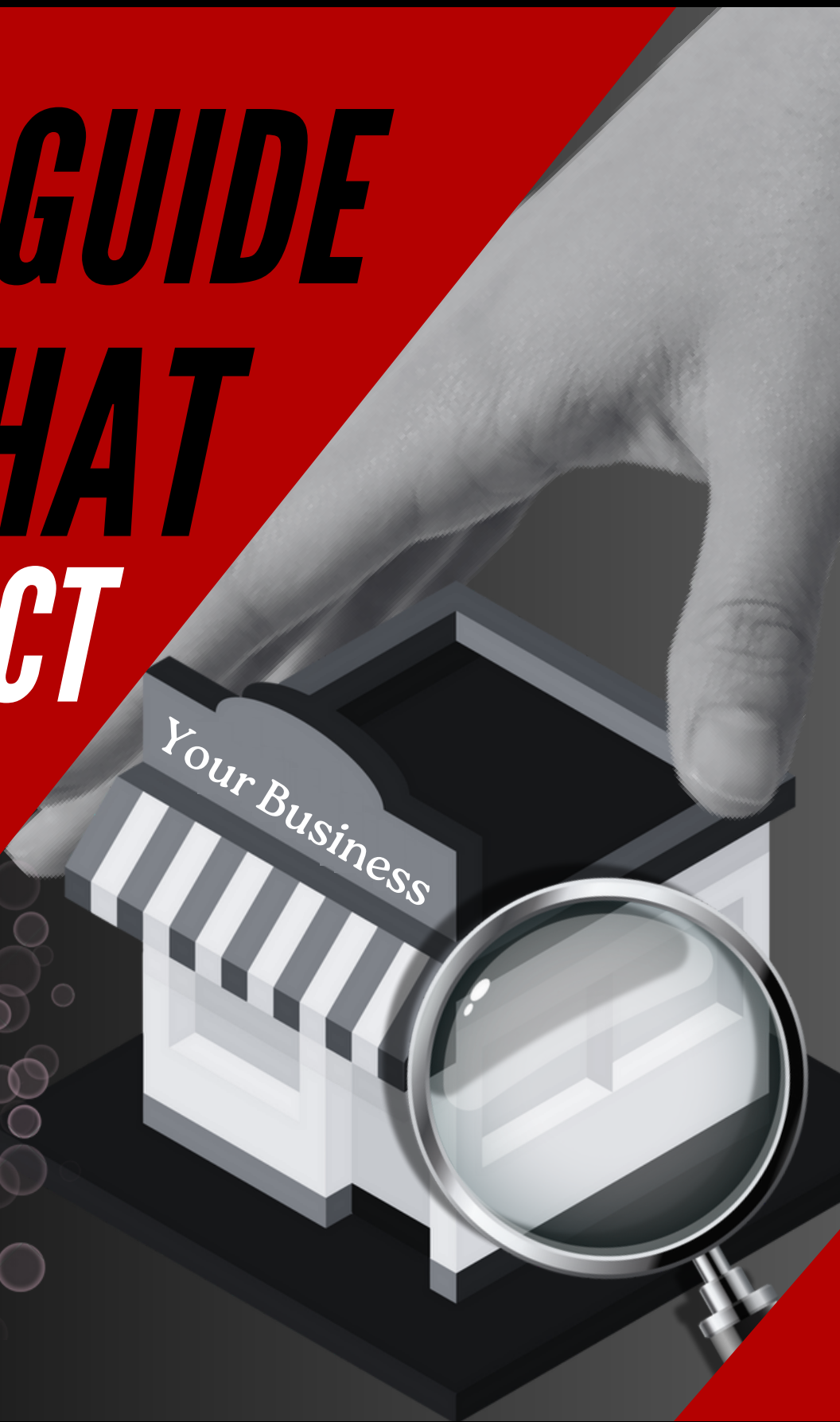


YOU'VE DECIDED TO BUY A BUSINESS...NOW WHAT?

YOUR GUIDE ON WHAT TO EXPECT



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WWW.SOFLABUSINESSSALES.COM
WWW.NEGOCIOSENVENTAFLORIDA.COM

kw | **JOHN DIAZ**
GROUP

THANK YOU

FOR CHOOSING US!

I would like to take this opportunity to thank you for selecting us to handle the purchase of your business. We understand this could be a stressful time for you, however, you can be sure that we will devote the efforts of our entire sales force to find you the perfect business.

My staff is the absolute best trained individuals for negotiating you the best possible deal for your business and navigating you to the closing table.

Our team will be working alongside you to show you businesses, request the necessary business summary & documents, prepare market analysis and give you the best advice for offering to a seller. Please feel free to give us a call at our office number below to discuss any aspect of your business purchase at anytime. When calling, your call will be answered promptly by one of our Client Care Associates. If you would like to speak with me personally, you may request to do so during your conversation.

Thank you for the opportunity to offer you the highest degree of professional services possible.

John Diaz



844-456-4647

WHAT'S INSIDE...

PG 2	_____	A MESSAGE FROM JOHN
PG 3	_____	COUNTDOWN TO KEYS
PG 4	_____	THE BUYER PROFILE FORM
PG 5	_____	4 PRIMARY BUYER QUESTIONS
PG 6	_____	THE BUSINESS PREVIEW PROCESS
PG 7	_____	NON-DISCLOSURE AGREEMENT
PG 8	_____	OUR WEBSITES
PG 9	_____	MEET OUR AGENTS
PG 10	_____	DOCUSIGN & WHY WE USE IT
PG 11	_____	CONNECT WITH US

COUNTDOWN TO THE

Keys

5

BUYER CONSULTATION

First, we will meet to discuss what it is that you are looking for in your new business. We will also discuss your options for financing and secure a SBA pre-approval letter.

4

SET UP ON BUSINESS SEARCH

With our exclusive client relations management system; you will have direct access to the Business Brokers of Florida Multi Listing Service.

3

PREVIEW BUSINESS SUMMARIES & ADJUST CRITERIA

Next, we will begin to show you businesses. As you are previewing businesses, we may need to adjust your criteria to find the perfect business.

2

WRITE AN OFFER

The day will come when you find the perfect business! Once that occurs, we will complete a market analysis for you to determine the value in today's market. If you agree with the value, we will write and negotiate an offer.

1

CLOSING TABLE

Once we negotiate past due diligence and appraisal, we will guide you to the closing table! Once everything successfully closes, you will either receive keys at closing or shortly thereafter depending on your contract!
Congratulations!

BUYER PROFILE

Tell Us About Your Preferences and Goals to Assist in Your Business Acquisition



PROSPECTIVE BUYER PROFILE

INFORMATION TO BE KEPT CONFIDENTIAL AND USED FOR NO OTHER PURPOSE

Today's Date: ____/____/____ Office: KW Business Sales Brokerage Representative: John Diaz

Name: Mr. ____ Ms. ____ Dr. ____ First: _____ Last: _____

Address and City: _____ State/Province: _____ ZIP: _____

E-Mail: _____ Phone: (____) _____ Cell: (____) _____ Fax: (____) _____

What business/s did you contact us about? _____

What types of businesses would you have interest in? _____

What types of businesses would you not have an interest in? _____

The reason I am interested buying a business: Work/Own a Business: ____ Investment: ____ Increase my income: ____

To expand my current business: ____ Other: _____

The reason I want to buy a business at this time: I sold my business: ____ I am selling my business: ____ I Got laid off: ____

It's my life's dream: ____ I just received some cash: ____ Other: _____

What is your background and current employment? _____

Have You Ever	Yes	No	
Owned a business before?			When? What type?
Declared personal bankruptcy?			When? Explain
Had a judgment against you?			When? Explain

Are You Interested In	Yes	No	Don't Care		Yes	No	Don't Care
Working in the business day-to-day				A National Franchise			
A "Cash" Business				A Relocatable Business			
A Home-Based Business				A Turnaround/Distressed			

When are you planning to buy a business? Now: ____ 3-6 Mo.: ____ Over 6 Mo.: ____ Annual Income Needed? \$ _____

How long have you been looking for a business? Now: ____ 1 Mo.: ____ 3 Mo.: ____ 6 Mo.: ____ Over 6 Mo.: ____

Who will help you run the business? No One ____ Partner: ____ Friend: ____ Relative: ____ Spouse: ____ Children: ____

How will you finance your total investment? Cash: ____ Bank Loan: ____ SBA Loan: ____ Private Investor: ____ Family: ____

How is your credit? I don't know: ____ Excellent: ____ Good: ____ Fair: ____ Bad: ____ My FICO score is approximately : ____

ESTIMATED PERSONAL FINANCIAL STATEMENT

Strictly Confidential

ASSETS

Available Cash _____

Real Estate Value _____

IRA, 401K _____

Other Assets _____

Total Assets _____ 0

LIABILITIES

Notes Payable _____

Credit Card Balances _____

Real Estate Mortgages _____

Other Liabilities _____

Total Liabilities _____ 0

Approximate Net Worth (Assets - Liabilities) _____

The undersigned certifies that this information was provided by them and is true and correct.

Digital Signature // _____ Date: _____ Page 1

WE WILL ANSWER YOUR 4 PRIMARY BUYER QUESTIONS

Ranked by Importance

**1 . Why do
they want
to sell?**

**2 . What's the
upside potential
for this business,
or will it lose
market share
when I buy it?**

**3 . How
much does
it make?**

**4 . Where
did you get
that price?**

THE BUSINESS PREVIEW PROCESS



When you're ready to preview a business let us know! Before personally touring a business, we recommend you complete the following:

- 1. REVIEW BUSINESS EARNING AND IDENTIFY BUSINESS OF INTEREST**
- 2. SIGN NDA (CONFIDENTIALITY AGREEMENT)**
- 3. PROVIDE BUYER PROFILE & DRIVER'S LICENSE**
- 4. SHARE BUSINESS FINANCIALS & DETAILS**
- 5. ZOOM OR IN PERSON MEETING WITH SELLER**



NON-DISCLOSURE AGREEMENT

Agreement Concerning the Protection of Confidential Information for Prospective Business Acquisition

BUSINESS BROKERS of FLORIDA
STANDARD "CONFIDENTIALITY/DISCLOSURE"

BBF

herein known as PROSPECT, acknowledges and agrees that PROSPECT approached **KW Reserve Business Brokerage (BROKER)**, and that **BROKER** was the first to advise them of the availability and details concerning the following business and/or real property opportunity:

LISTING NUMBER: _____ BUSINESS DESCRIPTION: _____

1. PROSPECT understands and agrees that all dealings concerning the opportunity above will be handled through **BROKER** and that **BROKER** has entered into agreements with Sellers for the payment of commissions. **BROKER** will furnish to PROSPECT certain proprietary information relating to the various operations, properties, personnel, financial and other matters which are non-public, confidential or proprietary in nature and are hereinafter referred to as "Proprietary Information." The Proprietary Information will be kept confidential and shall not, without the prior written consent of **BROKER**, be disclosed by PROSPECT or its agents, representatives or employees, in any manner whatsoever, in whole or in part, and shall not be used by PROSPECT, its agents, representatives or employees, other than in connection with the purchase of one of the opportunities described above. PROSPECT shall be fully responsible for any breach of this Agreement by itself, its agents, representatives or employees. The Proprietary Information (including any copies thereof), will be returned to **BROKER** immediately upon **BROKER'S** request. PROSPECT agrees that it shall not retain any copies of the Proprietary Information supplied pursuant to the terms and conditions of this Agreement.

2. Any and all information provided to PROSPECT is provided for informational purposes only. **BROKER** does not make any representations and/or warranties as to the accuracy of the information provided and that PROSPECT is to make his or her own independent evaluation of the opportunities described above. PROSPECT acknowledges that **BROKER** has advised PROSPECT to seek independent professional advice in the review and evaluation of the information provided and that PROSPECT should seek the advice of an attorney and/or certified public accountant. PROSPECT agrees not to use information provided to compete against the Seller.

3. In the event PROSPECT discloses the availability of said designated opportunities to a third party who purchases a business without **BROKER** assistance, then PROSPECT, in addition to the remedies specified herein, is also responsible for payment of **BROKER'S** compensation which would have been paid on the listed selling price or minimum compensation, whichever is greater.

4. For two years from the date of this Agreement, PROSPECT agrees not to deal directly or indirectly with the Seller's of the opportunities listed above without the prior written consent of **BROKER**. If PROSPECT enters into a sale and/or purchase agreement, a management contract or other financial arrangement with a Seller of an opportunity, including a leasing of the business premises from the Seller or its Landlord is consummated, PROSPECT shall be liable for any and all damages **BROKER** may suffer, including but not limited to the Seller's commission payable on the sales price or minimum commission due under the Listing Agreement with Seller, whichever is greater and, any commission due on the lease agreement negotiated with the Landlord. PROSPECT agrees and does hereby appoint **BROKER** its attorney in fact to execute all documents necessary to place a lien on the business assets to collect its compensation, and this Agreement shall be the consent to do so as required by Florida Statute 475.42.

5. This Contract shall be governed by the laws of the state of Florida. Any breach of this Agreement shall result in the prevailing party being entitled to receive from the other party all of its reasonable attorneys fees, costs, and expenses incurred at both the trial and appellate levels. The parties hereby consent to personal jurisdiction and venue, for any action arising out of a breach or threatened breach of this Agreement in the Circuit Court in and for _____ County, Florida. The parties hereby agree that any controversy which may arise under this Agreement would involve complicated and difficult factual and legal issues. Therefore, any action brought by either party, alone or in combination with others, whether arising out of this Agreement or otherwise, shall be determined by a Judge sitting without a jury.

6. The Seller is the intended beneficiary of all covenants of PROSPECT which benefit the Seller, including without limitation the covenants concerning the use of information disclosed to PROSPECT, and a Seller may bring an action to enforce such covenants. PROSPECT represents and warrants to **BROKER** that PROSPECT does not represent a third party, governmental agency or competitor of the business, nor is PROSPECT employed by a competitor and the sole purpose for receiving any information regarding a business is to purchase said business. PROSPECT acknowledges receiving a copy of this Agreement and a facsimile copy with signatures shall be considered as original.

Prospect Signature

Date

Driver License or Passport Number

Agent Signature

Date

BBF-1277001 John A. Diaz

Agent for Selling Broker

KW Reserve Business Brokerage
2005 Vista Parkway Suite 100
West Palm Beach, Florida 33411 USA

Phone: (844) 456-4647 Direct: (561) 247-1825
Cell: (561) 352-3569
Fax: (561) 966-4008
Email: johndiazgroup@kw.com

WWW.KWBUSINESSSALES.COM
WWW.SOFLABUSINESSSALES.COM
WWW.NEGOCIOSENVENTAFLORIDA.COM

Our websites provide a business searching page customized for you!

By visiting our website, kwbusinesssales.com, you'll have access to a comprehensive platform where you can search for businesses for sale in Florida. Whether you're looking for a small local business or a larger enterprise, our user-friendly interface and extensive listings will make it easy for you to find the perfect opportunity to invest in the Sunshine State. Explore various industries and compare options.

SEARCH BUSINESSES FOR SALE FLORIDA

Search for : ☐ Established Businesses ☐ New Franchises/Start Up Businesses ☐ All Businesses

How To Display:

County:
All Florida Counties
Alachua/Florida/USA
Baker/Florida/USA
Bay/Florida/USA
Bradford/Florida/USA
Brevard/Florida/USA

Business Category:
ALL CATEGORIES BELOW
ACCOUNTING
ADVERTISING
AGRICULTURAL
ANIMALS/PETS
ANTIQUES

Selling Price - Minimum Select: or

Selling Price - Maximum Select: or

Discretionary Earnings - Minimum Select: or

**SEE QUICK AT-A-GLANCE
INFORMATION
REGARDING
SELLING PRICE,
DISCRETIONARY
EARNINGS AND
MORE!**

SEARCH BUSINESSES FOR SALE

Select sorting options ☒ ascending ☐ descending Sort By

Accounting : CPA Practice

Palm Beach, Florida USA

Price : \$224,000

Down Payment : \$224,000

"Contract Pending /Accepting Backup Offers"

Listing Number : BBF-164-404232

Disc. Earnings : \$100,931

CPA - retiring to focus on other professional career. Diverse client base with approx. 50/50 corporate & individuals. Scope of work is approx 50% bookkeeping and accounting services and

Accounting : CPA Practice

Palm Beach, Florida USA

Price : \$2,295,000

Down Payment : \$242,000

"Lender Pre-Qualified" "May Qualify For Visa"

Listing Number : BBF-352-327250

Disc. Earnings : \$597,245

Professional CPA practice established over 24 years, with 3 office locations in SE Florida. The staff consists of 4 CPAs, 3 Office Managers, and 6 Accountants.

Specializing in Forensic accounting, Individual, business and condo association bookkeeping and bill paying. Payroll and sales tax processing. Financial statement preparation. QuickBooks Associations as well as back-office accounting support to property management companies and data analysis. Their services support low, mid-rise and high-rise condominiums, homes

Displaying Listing(s) 1 to 2 of 2 Total Listing(s)



MEET OUR **AGENTS**



JOHN DIAZ

Over the past two decades, John Diaz has helped thousands of clients to sell and buy their homes, businesses and commercial properties. The hallmark of John's long and successful career is ensuring that all of his clients receive the highest level of service and are treated with the utmost respect. Anyone who knows John will attest to the honesty and integrity with which he conducts himself and his business. John owned his own real estate and mortgage company with 55 agents in 2005 and sold it in 2011. John managed a billion-dollar branch for Ford Motor Credit Company. John grew up in Palm Beach County, graduating from Cardinal Newman High School in 1983. He has his bachelor's degree in business administration from Belmont Abbey College in Belmont, N.C.



LILIAN GREGORY

Bilingual, fluent in both English and Spanish. I'm proud to be part of the top-performing Keller Williams team, recognized for delivering exceptional real estate experiences. I will keep you informed every step of the way and ensure seamless communication during your buying or selling journey, with the goal of successfully closing your transaction in the shortest possible time.



RANIA HACHACHE

Rania grew up in Lebanon and pursued her higher education, earning a master's degree in Business Administration and a civil engineering degree from the American University of Beirut. Her professional journey began as a civil engineer, specializing in construction materials for a decade. Later, she transitioned into real estate, spending another decade managing family investments as a realtor. Presently, she is committed to serving the public population as a realtor. Fluent in three languages—French, Arabic, and English—she possesses excellent communication skills across diverse cultural backgrounds. Her upbringing in the Middle East and experiences living around the world have allowed her to build a vast network of friends and clients, spanning from Brazil to Saudi Arabia, Dubai, Geneva (Switzerland), and Paris (France).

Our Trusted Affiliates



Our title solutions provide evidence of title and insure real property ownership, the cornerstone to a safe and successful real estate transaction.



Tapping into our deep well of expertise and a vast network of insurers, we fine-tune your coverage for a glove-like fit, ensuring premium protection without the premium price tag.



NexGen Surveying, LLC. provides the entire state of Florida with top-notch, competitively-priced surveying services.



Since 2001, Paramount Residential Mortgage Group Inc. (PRMG) has continued to be a top leading lender in the mortgage industry. As a privately held mortgage company and residential home lender.



Guaranteed Rate is known for its speed and disruptive technology, Guaranteed Rate launches 5 Minute Approval on the heels of its Same Day Mortgage offering, which has funded nearly \$5 billion in mortgages for thousands of homeowners, some within 8 hours of applying.



All Home Inspections will put your fears to rest. We have been licensed, certified and insured for more than 30 years. You can rely on our services because we have the necessary training and experience to give your future property the security and attention it deserves.



Florida Native Home Inspections, LLC serves St. Lucie, Martin, Palm Beach, Broward and Okeechobee counties. We offer simple online-scheduling and same-day report delivery!

We take care of the stress of interviewing for you! We work with multiple hard working businesses on a daily basis that we know and are honored to be partnered with. Each of our trusted affiliates will provide you with the best service possible every step of the way.



AND WHY WE USE IT

Buying or selling a business just got easier.

DocuSign was created to provide a solution that allows everyone involved in a transaction to work better and faster together to complete, sign and share documents online.



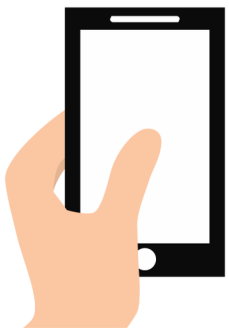
ALWAYS SECURE

All of your personal information and documents are private and protected through dotloop.



EASY

DocuSign's simple design allows the ability to navigate easily when buying or selling a home. Just review, sign and your document will be shared.



MOBILE

Today you manage most of your life while on the go and need to use technology with the option to be mobile. DocuSign's app and mobile-optimized platform enables you to do just that.



Available on the
App Store



GET IT ON
Google Play

Logging into your account:

1. Open the email and review the message from the sender.
2. Select REVIEW DOCUMENT to begin the signing process.
3. Review the documents by scrolling or using the page thumbnails in the right-hand navigation pane.
4. Select ADOPT AND SIGN to adopt and save your signature information and return to the document.
5. Sign up for a DocuSign account: [Sign up for a free DocuSign trial](#) to save and send documents.

Connect

WITH US!



@JohnDiazGroup-BusinessSales



jdgkwbusinesssales



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844-456-4647

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