
The Business Buyer Advocate®

Showing People How to Buy the Right Business the Right Way

Our top *Authorized Business Buyer Advocates* enjoyed a record year during 2010, despite the Great Recession!
Curious? Ask Ted Leverette how they did it.

We facilitate done deals.

Our focus is on **dealmaking**, with concentration on the buy-side of acquisitions and mergers of small and midsize businesses.

Our members are professional service providers to buyers of small or midsize businesses.

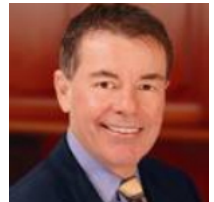
Most of them also work on large transactions, such as mergers and acquisitions (M&A). And they also advise business sellers.

Membership Directory

Business Acquisition
Advisor

Ted J. Leverette, [CiBAA](#)™, president
The Original *Business Buyer Advocate*®
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Creator in the 1970s of the consulting niche, *Business Buyer Advocate*®. Organized and at the hub of a global network of consultants who use his proprietary system. Their 500 year collective experience helps clients access the hidden market of sellers. Independent *Authorized Business Buyer Advocates*® provide guidance on finding the best businesses for sale, due diligence, creative financing, pricing businesses for sale, dealmaking, negotiating and post-purchase transition into management of the company. Winner of the SCORE/SBA Business Hero award. Author of bestselling book, *How to Get ALL the Money You Want For Your Business Without Stealing It*. Advisors: We can show you how to earn extra income serving buyers with our Trade Secret, Know-How and Trademark License.



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Authorized Business Buyer Advocate®. John helps business buyers (executives, PEGs and companies) locate, analyze and structure deals. He has helped over 100 clients buy a business. He has a knack for seeing the little things that make a deal happen. In addition, he assists business owners plan their exit and prepare their company for an eventual sale whether it will be in six months or six years.



Insights on buying, selling and growing a business: John Martinka's Blog.

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Authorized *Business Buyer Advocate* ®. Frequent public speaker and guest on radio shows; author of how-to articles and host professional service provider conferences. Founder and president of an Inc. 500 fast growth company. Ernst & Young Entrepreneur of the Year award winner with expertise in executive management, business & product planning, sales & marketing, startups, spinouts, acquisitions & divestitures, turnarounds, operations, and finance. Created new business practice for Top 10 CPA/Consulting firm. Creative, innovative and enthusiastic person who achieves measurable results.



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Authorized *Business Buyer Advocate* ®. The focus of Robert's practice is working with family-owned businesses and with people who would like to purchase, sell or grow one. Robert has worked with over 100 clients and has assisted in the buying and selling of approximately 45 business transactions. Bought & sold numerous businesses for clients, quarterbacking the deal. As a consultant, helped clients grow their business and raised capital for them. Former analyst at a SBIC venture capital company. Active in the local community; served on numerous non-profit boards and community related organizations.



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Authorized *Business Buyer Advocate* ®. 23 years experience working with buyers and sellers to transfer ownership. In 1987, after 10 years of business ownership, contracted with a national franchisor to match buyers with franchisees leaving the system and became VP and national sales manager. Special expertise in the campground/RV park industry and worked as a business broker for 15 years. Presently a partner in "Partner" On-Call Network working with buyers to find and acquire mature, profitable companies that usually are not for sale on the market.



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Authorized *Business Buyer Advocate* ®. Bob Biggerstaff's entrepreneurial nature has led to success on several business fronts. During the last 25 years, he has started and operated two different companies. One of his companies, Key Risk Management Services, Inc. was recognized by INC. Magazine as one of the fastest growing privately held companies in the United States. Bob was awarded the Ernst & Young Entrepreneur of the Year award in North Carolina. He is a Certified Facilitator for Steven Covey's highly successful *7 Habits of Highly Effective People*.



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Authorized *Business Buyer Advocate* ®. Despite facilitating sellers and buyers so they could achieve a done deal, David Sweeten could not provide buyers with all the guidance they needed to access all the businesses for sale, evaluate companies and make a profitable acquisition. An expert on selling businesses, he realized he needed more tools specifically designed for buyers. This made him search for a better way. He found it when he met a *Business Buyer Advocate* at 'Partner' On-Call Network LLC. He liked what he saw so much, he invested in POCN's specialized proprietary training and tools.



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Authorized *Business Buyer Advocate* ®. Over 35 years of experience in top level management positions and management consulting with large and small businesses. During that time was responsible for the business search/acquisition process for associated companies and participated as a member of the management team in both the sale and purchase of businesses. In my role as a *Business Buyer Advocate* I'm not performing business brokerage. I search the hidden market of businesses quietly for sale by-owner; these sellers want to know me because they do not pay me a sales commission.



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Authorized *Business Buyer Advocate* ®. Business buyers that limit their search for small and midsize businesses for sale are as behind the times as people with a coin looking for a pay phone. In the age of the Internet, few, if any, sellers of mature, profitable fairly priced small and midsize businesses for sale advertise it in the newspaper. Moreover, depending upon the industry, up to 80% mature, profitable fairly priced businesses for sale do not advertise anywhere and they do not employ a business broker or intermediary that represents the seller. We can access the hidden market of the best businesses for sale by-owner. It is unlikely that you can discover these sellers without our help.



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Authorized *Business Buyer Advocate* ®. Prior to starting Coast Atlantic Partners, he worked with Business Brokerage Press, Inc., the premier support company for the industry, having the unique opportunity to learn the brokerage business from Tom West, founder of the International Business Brokers Association (IBBA). While with BBP, Sean assisted in development and sales of new products and systems, customer service and support and new broker education. Member of the NEBB Institute and a Certified Machinery & Equipment Appraiser (CMEA).



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Authorized *Business Buyer Advocate* ®. With more than 30 years of industry experience, Gary is a talented business executive with extensive small business experience. Prior to purchasing Sunbelt of Nashville, he owned and successfully operated three closely held companies. As a Chief Operating Officer for a \$100,000,000 company, Gary has negotiated a labor contract with the United Auto Workers, turned a failing division into a profitable entity and led several mergers and acquisitions teams. As a *Business Buyer Advocate*, Gary brings unique insights and skills to assist the savvy buyer.



Business Acquisition
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Exit Strategist &
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Authorized *Business Buyer Advocate* ®. Brent is the first person in Canada to earn the Certified Exit Planner (CEXP™) designation from the Business Enterprise Institute. He has also earned the prestigious Certified Business Intermediary (CBI) designation from the International Business Brokers Association. With this certification, he is one of less than 50 Canadians to have documented his competence and skills to manage the complexity of business sales transactions. Brent has 20 years of corporate experience – including eight buy/sell transactions for his own companies – as well as 15 years experience in senior management and consulting roles.

