

If You're Selling A Business, Make It Your Business To Learn How You can Create and Immediately Sell a Business Note To Receive a Lump Sum of Cash For Your Business

By Brian Strugs

As a result of a struggling economy and other contributing reasons, many people who are selling businesses are finding it is a difficult, slow process. This is partly due to many business buyers' indecisiveness pertaining to the kind of business they want to purchase. Consequently, some spend more than a year searching for just the right business. On top of that, a whopping 90 percent of the buyers never follow through on purchasing a business. The process of purchasing a business is a tedious and methodical one involving multiple, in-depth layers of investigation, due diligence, and consideration.

Conversely, the sellers should be organized, employ a strategic and effective selling plan, and be patient while they diligently work their selling plan and revise it when necessary. A business note is different from a real estate mortgage note because it is not secured by real estate (the building); instead, a business note is secured by the business itself (not the real estate), any assets, present and potential clientele, and the equipment and inventory that the business owns.

Interestingly, it is far easier to obtain a loan to purchase a home than it is to purchase a business. Many times the business seller may want to raise capital for the purpose of purchasing another business in a very different industry, for expansion in another business (they own), or for some other kind of venture. Whenever a business is sold, approximately 85 percent of them will involve the use of seller financing. Usually a buyer pays a cash down payment for the business and signs a promissory note to pay the balance of the purchase price. Seller financing is when the seller agrees to sell the business in a for-sale-by-owner capacity and accepts monthly incremented payments directly from the buyer, thereby creating a business note, until the note has been satisfied. A business note is created and usually encompasses the assets of the business, but in some rare cases, both the business assets and the real estate. A business note may be created in the sale of any type of business. Also, a simultaneous closing can be orchestrated which would allow the business owner to receive an instant and debt-free lump sum of cash immediately upon the buyer signing the promissory business note to purchase the business.

The decisions and the procedures involved in either buying or selling a business are not easy. There are management, financial, and personal decisions to make based upon detailed analysis of many business elements. Examining these elements accurately and thoroughly is extremely important. Also, study the following list:

Elements to consider when selling a business note:

1. Business location
2. Selling price of the business
3. Down payment at closing
4. The type of agreement, a security agreement or chattel agreement
5. The note balance
6. Individually owned or corporation or franchise
7. Interest rate, terms, and payment amount
8. Property leased or owned
9. If leased, lease expiration date

If you have already sold a business using the process of seller financing and have created a business note and are collecting monthly incremental payments from the buyer, or if you will be in the near future and you want to convert the note into a debt-free lump sum of cash, then there is a way to do that conveniently, quickly, and efficiently. Call a certified funding consulting company, such as Profit Increase Funding, Inc., to initiate and complete the process to allow us to buy the business note from you at a slightly discounted rate and minus a small fee. This will therefore relinquish you from the burden and frustration of having to continue collecting incremented monthly payments from your buyer,

avoiding the depreciating value of slow payments. Instead, we collect those future payments while you enjoy the beauty, freedom and tranquility of receiving a slightly discounted rate lump sum of debt-fee cash to do anything you want to do with it, for example:

1. purchase another business
2. buy your dream home
3. initiate and/or complete household renovations
4. purchase a luxury automobile
5. pay for college tuition for your children and/or grandchildren
6. donate to philanthropic causes
7. buy a boat or mobile home
8. supplement retirement benefits
9. pay medical bills
10. pay divorce costs

A number of variables contribute to the debt-free lump sum cash amount we pay when we purchase your business note. Those variables consist of the number of payments due, number of payments already made, note structure, present credit status of the payer and the business terms and rates.

The negative side of owner/seller financing is that the seller still has to contend with the potentiality of default, late payments, and the continuous burden and responsibility of collecting payments from the buyer. When a seller chooses seller financing to sell a business, followed by selling the business note to a cash flow consulting company, they can then enjoy the luxury of receiving an immediate debt-free lump sum of cash for up to 90 percent of the face value of the business note, and minus a small fee. The deal can be structured in such a way to allow a seller to instantly receive their money in a simultaneous closing the moment the buyer signs the promissory business note. Or alternatively, the entire process can be done in 2 to 7 days after the promissory business note has been signed.

Business brokers can also greatly benefit and earn profits from Profit Increase Funding by intentionally seeking out an affiliated alliance with us. This is because business brokers on a daily basis facilitate the buying and selling of businesses in a liaison capacity. Because business brokers are in constant contact with individuals who are buying and selling businesses, they can work with us and enormously increase their profits. This will entail contacting sellers for us who have sold a business in the past using seller financing and are still collecting payments on their business note from the buyer, and also contacting business sellers for us who will be doing so in the near future. When business brokers refer a continuous list of past, present, and future business sellers to Profit Increase Funding, Inc., they will earn a steady, reliable secondary tremendous income. We pay business brokers substantial referral fees for each successful transaction that is referred to us.

Also, business note sellers may call us directly for a free, no obligation consultation. Profit Increase Funding has over 150 funding source companies with billions of dollars to invest, and therefore, we are able to consistently pay higher purchase prices for business notes than other companies. Contact us by email, telephone or visit the website as follows:

Profit Increase Funding, Inc.
Brian Strugs, President/Certified Funding Consultant
17184 Westmoreland Road
Detroit, MI 48219-3551
Office: (586) 945-3605 / Fax: (586) 349-6070
Email: Profitincrease@sbcglobal.net
Website: www.profitincreasefunding.com

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