

Buying or Selling A SMALL BUSINESS?

GET HELP FROM THE PROS

"Our economy is nourished by small business," Malek Jandali explains. "Being your own boss is what makes this the land of opportunity."

After years of senior roles in corporate America and a master's degree of business administration from the University of North Carolina, Jandali decided to pursue his dream of being his own boss and opened an upscale tanning salon with his wife Yasmine. He later grew the business to multiple locations, and then sold the chain through VR Business Brokers, a business brokerage firm that has sold more than 70,000 businesses since 1979 with roughly 30,000 buyer calls a month.

Jandali's experience with VR was excellent—the company completed his transaction more quickly and profitably than he expected—so he and his wife decided to help entrepreneurs achieve their goals of buying or selling businesses by opening an Atlanta VR Business Brokers office in Johns Creek Business Park.

"Buying or selling a business, or going through a merger and acquisition deal, is one of the most important decisions you'll make in your professional career, and you need to have the 'street knowledge' VR's services offer," Jandali says.

When business owners think about selling their business, there are normally more questions than answers. The decision to sell is never easy. It is highly personal and takes much thought, stirs emotions and uncovers many questions. "The most frequently asked question by sellers is, 'What is my business worth?' Small businesses sell for a multiple of their cash flow. The definition of cash flow with small businesses is EBITDA (earnings before interest, taxes, depreciation and amortization) plus owner's compensation," Jandali explains.

Timing is critical, but is there a wrong time to sell? "No," says Jandali. "The average small business changes hands every five to seven years because of burnout, retirement, illness, partnership disputes and relocation. The biggest misconception is that the owner is selling because something is wrong. People change businesses just like people change

jobs. The best time to sell is when your business is doing well," Jandali says.

VR navigates each step of the way so owners can focus on running the business until the right qualified buyer is found. "Good businesses always sell, but good buyers don't always buy, so there is no buyer shortage," states Jandali.



Yasmine and Malek Jandali own Atlanta VR Business Brokers.

One of the most important things VR offers is confidentiality, which is of utmost importance to business owners. Confidentiality is important in any sale, but especially in a merger and acquisition, says Jandali.

"We focus on the needs of our clients by providing confidential and professional representation to business owners. We have consistently met or exceeded the expectations of business owners by protecting their confidentiality, thoroughly qualifying buyers and properly structuring transactions. The support of the nationwide VR network is invaluable, as is the hard work and dedication of our experienced staff. We are grateful for our past successes and look forward to continued future successes," Jandali says.

"We've handled transactions from nearly every industry regardless of size or sales price. We bridge the gap between sellers and buyers," Jandali concludes. "Our business is selling businesses!"

Contact VR Business Brokers at 770-814-4466 or visit www.vrnatlanta.com.

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