

## Membership Plan Benefits

<i>Cost - Paid plans are billed with a three-month minimum because of the time and expense of listing your business on multiple listing services.</i>	BASIC \$69/mo	BASIC PLUS \$169/MO	PREMIUM \$269/MO
<b>Exposure</b> - Advertised on SoldMyBiz.com and on a full-service business broker site	✓	✓	✓
<b>Communication</b> - Leads emailed to sellers so you can communicate with buyers	✓	✓	✓
<b>Marketing</b> - Print your business brochure in color or email it to buyers with the facts about your business	✓	✓	✓
<b>Support</b> - Call center assistance for buyers/seller questions about buying or selling a business	✓	✓	✓
<b>Maximum Exposure</b> - Advertised on multiple listing sites used by business brokers (check the competition on this service)	✓	✓	✓
<b>Forums</b> - Access to buyer/seller discussion forum for useful assistance from other buyers and sellers	✓	✓	✓
<b>Guidance</b> - Access to free sample forms and useful articles to guide you in selling your business	✓	✓	✓
<b>Financial</b> - Quick, easy-to-use valuation calculator to assist you in pricing your biz	✓	✓	✓
<b>Featured Listing</b> - Rotation as featured listing on our home page, widening exposure for your business		✓	✓
<b>Buyer Calls</b> - Calls screened based on the seller's criteria (Not available from any competitor)		✓	✓
<b>Broker assistance</b> - Up to 2 hours per month for seller assistance, pricing etc. (Not available from any competitor)			✓

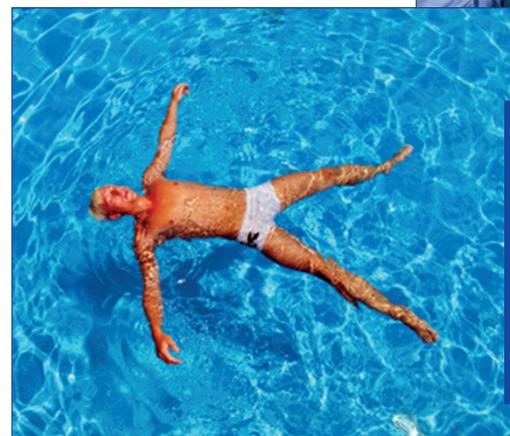
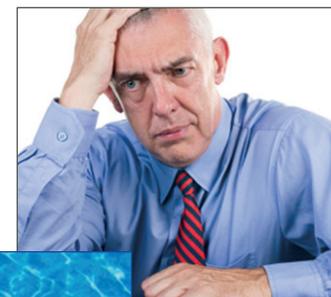
[www.SoldMyBiz.com](http://www.SoldMyBiz.com)



# SoldMyBiz.com

Control Your Own Destiny

**Frustrated  
with trying to  
sell your Biz?**



**We'll  
help you  
make it  
happen!**

*A clear-cut, no-nonsense approach  
for selling or buying a business.*

YOUR SAVINGS AT VARIOUS PRICE POINTS:		
Business Price	Broker Commission Range	SMB Cost Range
\$100,000	\$8,000 - \$12,000	\$207 - \$807
\$200,000	\$16,000 - \$24,000	\$207 - \$807
\$500,000	\$40,000 - \$60,000	\$207 - \$807

Disclaimer: Based on selling your business in three months. Broker estimates are based on average broker commission and may be higher or lower, depending on the broker.

## THREE PLANS TO CHOOSE FROM!!

### BASIC PLAN (\$69Mo.)

**Exposure** - gets you the maximum exposure in the industry by listing your business on multiple business listing sites like SoldMyBiz.com DiscountBizBrokers.com and others.

**Guidance** - Free articles, sample forms and an online valuation spreadsheet that will assist you in making valuable decisions about selling your business.

**Communicate** with buyers, send a brochure with pictures, send financial information only to buyers you wish to have this information.

### BASIC PLUS PLAN - (\$169Mo.)

*Includes all the features of the Basic plan, plus:*

**Featured Business** - Expose your business by featuring your business on the SoldMyBiz.com website with a rotating picture and a business listing on our home page marquette.

**Call Screening** - We screen and interact with buyers for your business by qualifying them and providing information about your business. Save valuable time and avoid seller "burn-out" from the sales process. Let our experienced business brokers qualify your buyers. Once information is provided and an interest is established, you interact directly with the buyer to negotiate price and terms of the sale.

### PREMIUM PLAN (\$269Mo.)

*Same as Basic Plus Plan, plus:*

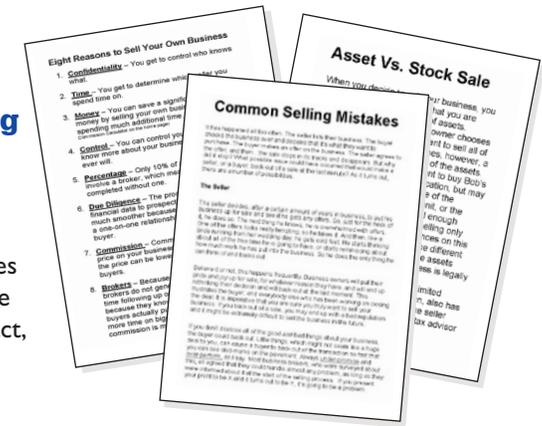
**Broker Assistance** - 2 hours per month of consultation from an experienced business broker for assistance with price negotiation, pricing, contract negotiation for seller who don't have the time, expertise, or patience to negotiate with buyers.

Sell a Business on [www.SoldMyBiz.com](http://www.SoldMyBiz.com)

## GET THESE VALUABLE TOOLS!

We offer valuable resources and free articles on everything you need to know about buying or selling...

Download informative articles and support tools like sample letters of intent, sales contract, non disclosure agreement.



As a seller, you can send business brochures to prospective buyers...

Email your brochure with business information and photos.

Our free valuation tool aids you in determining a selling price...

Simply plug in your financial numbers. The valuation tool will automatically calculate a fair market value.



Leads are emailed to seller, so they can communicate with interested buyers...

Add call screening with our Basic Plus Plan. Our Brokers communicate and screen your buyers.

Sellers Discretionary Earnings (SDE) worksheet for year ending \_\_\_\_\_

Total revenue	+	
Cost of goods sold	-	
Other Profit	+	
Expense	-	
Bank int before taxes	-	
Other adjustments, income or expense	±	
Net income before taxes	=	
<b>Earnings Reconciliation</b>		
Owners salary	+	
Debt/fin partner repayment cost	+	
Depreciation/amortization	+	
Interest expense	+	
Personal vehicle expense	+	
Owners insurance	+	
Car/miles, fuel & entertainment	+	
Owners 401(k) expense (deduct by S)	+	
Expense cell expense	+	
Expense internet/communications	+	
Expense non-recurring expense	+	