Over 80% of Business Brokers Still Remain UnCertified

Despite the added complexity or buying and selling businesses more than 80% of Business Brokers still remain uncertified or licensed by the states in which they operate.

(PRWEB) October 25, 2005 -- With the ever increasing complexity of Business Sales the advent of new, inexperienced brokers on the business scene is enough to unnerve even the most stalwart business-man. It's harder now than ever to ensure a just and timely sale of your business, with increased technical hoops to jump through, more economic uncertainty than ever and your livelihood not to mention retirement all hanging in the balance picking a Business Broker to help you navigate the waters seems like the only logical choice. But you'd better think twice before signing on the dotted line of that listing agreement. Hiring the wrong Business Broker could cost you both your shirt and the family store.

With only 16 states requiring any type of licensing procedures for Business Brokers how can you be sure of finding a reputable one? Pat Amodio from Better Business Brokerage states, "We fully acknowledge the increasing uncertainty that has developed in the Business Brokerage industry. Brokers operating in non licensing states like ours need to be members of a Business Brokers Association like the IBBA or better yet they should go through the time and effort of becoming certified." "It means a lot to our clients to see that we have put in the extra time and expense to achieve Certification and with that effort they know that we are more qualified to handle their Business Sales and Mergers."

So how do you go about choosing the right Business Broker? There's really no short answer but here are some general guidelines. What is the broker's professional background, or does he even have one? How long has the Broker been in business? What professional associations is he a member of? What training or certifications has he achieved? Do the documents he presents look professional? Does the Broker follow through? Are phone calls returned? Does the broker or his company have a professional looking website? Is the Broker overly pushy or anxious about getting you to sign? A Business Broker should put his client's best interests first and not be overly pushy about sealing the deal until both parties feel comfortable with all the details.

There are a lot of good Business Brokers out there and a few truly great ones. Finding the one that's right for you can be a hugely rewarding relationship for both you and the Broker. But be ware of the ghoulish ones lurking in the sidelines, untrained, unscrupulous and unceremoniously waiting to glom onto your Business and the ensuing money they can suck from it.

About Better Business Brokerage:
The principal partners of Better Business Brokerage, LLC have over 35 years combined experience in Sales, Business Management, Engineering, Technology, Computers, and company ownership. The Better Business Brokerage staff has operated effectively on senior management teams, with start-ups, as well as with middle-market size, privately held companies, and Fortune 500 corporations.
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