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- Available Listings

For Buyers and Sellers of Businesses- \$0-\$100M Revenue

Business Team Newsletter

October 2025 Edition

Done Deal!

Recently Sold



Wholesale Bakery

Sale Price
\$1,700,000



Recently Sold



Appliance Repair

Sale Price
\$1,120,000



Recently Sold

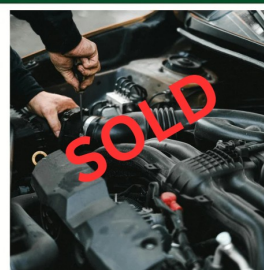


Machine Shop

Sale Price
\$520,000



Recently Sold



Auto Repair Shop

Sale Price
\$490,000



Recently Sold



Hearth Sales

Sale Price
\$300,000



Recently Sold



Corporate Tech Training

Sale Price \$416,100



Recently Sold



Muffler Shop

Sale Price
\$250,000



Recently Sold



Home & Garden Boutique

Sale Price
\$125,000



Recently Sold

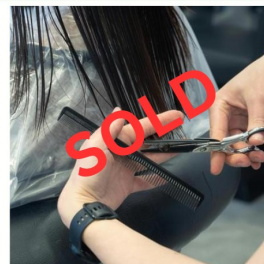


Property Management

Sale Price
\$150,000



Recently Sold



Hair Salon

Sale Price
\$100,000



Recently Sold



Lube & Tune Franchise

Sale Price \$3,773,000



Recently Sold



Janitorial & Construction

Sale Price \$1,800,000



Recently Sold



Septic Pumping and Maintenance

Sale Price \$1,750,000



Recently Sold



Steady Transmission Business

Sale Price \$400,000



Recently Sold



Semiconductor
Equipment
Manufacturer

Sale Price \$5,750,000



Business Team
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



Electric and
Construction
Company

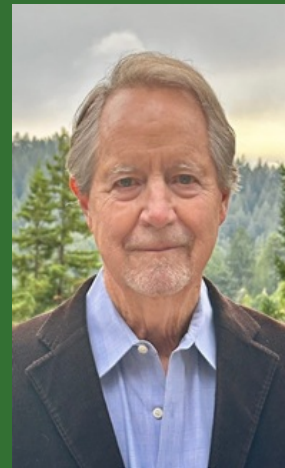
Sale Price \$5,200,000



Business Team
Business Sales & Acquisitions
A Division of BTI Group

Scroll down to see our new listings.

A Brief History of Business Buy/Sell Seminars



Ian MacLachlan

In the 45 years that Business Team has been in operation, we have seen a number of organizations pop up with programs to help a seller sell a business or advise a buyer how to acquire a company.

Selling

Beginning in the 80s, several organizations, mostly based in Texas and representing themselves as M&A specialists began nationally soliciting owners of lower middle market companies (usually annual revenues below \$10MM), inviting them to seminars in their locale. I, myself, received several of these invitations personally, though my firm, Business Team, was in the very same line of work — helping owners sell their companies!

I attended one such all-day program, which included lunch — it was very well laid out and presented. The pitch was that you needed a valuation and an elaborate information package and then could sign up to have the company find a buyer — all with the promise of achieving the maximum sales price for your business. Following the seminar, salespeople followed up to close the deal.

The “deal,” though, was very large up-front fees — \$50,000 in some cases for a business that might be worth \$5MM! You could then choose to list the business and if it sold there would be a commission to pay as well. That upfront fee would be credited against commission should the business actually sell (this pre-payment of commission was illegal in California).

Thousands of business owners signed up and, for a while, this was a very lucrative operation since there was no dependency on actually selling the business and producing the valuation and package cost just a few hundred dollars. Eventually, though, the market was exploited, and this scheme, after a few decades, seems to have withered.

Buying a Business

Seminars about how to buy a business have been around for decades also, but in the past the income was generated primarily by attendance fees. On a Monday at Business Team, after such a weekend seminar, we business brokers would be inundated with would-be buyers charged up with the firm belief that a highly profitable business could soon be theirs with no money down!

Recently, a new wave of “How to Buy a Business” programs have emerged. These offer online seminars, consulting, and in some cases, assistance with the search for the ideal business. Typically, an upfront fee is charged for services — \$10,000–\$50,000 for a one-year program — and in some cases, the

program also takes an equity stake in the businesses their students acquire.

These programs highlight that boomers are retiring in droves, suggesting that their small businesses are ripe for the taking. They promote the idea that with their expert advice, you can quit your W-2 job — which really has no security — and take charge of your own destiny — highly motivating for many!

Some of these organizations are apparently doing an excellent job of marketing their services, as the business brokerage industry, and especially Business Team, has been flooded with would-be buyers who believe after graduation from the classes, they know pretty much all they need to know about finding, negotiating, financing, etc., the ideal opportunity. [Bonus for Business Team — 3 recent enrollees in such a program have joined us as brokers!]

800 Deals and Still Searching

One of Business Team's agents recently worked with a buyer who, under the guidance of one of these "fast-track" programs, quit his job to search full-time for a business. Over several months, he has reviewed more than 800 opportunities — yet hasn't been able to move forward on a single acquisition!

The program promises easy paths to ownership, touting ideas like "make \$20,000 a month" and relying on seller financing to close deals. Unfortunately, this doesn't match market realities, resulting in frustration and failure.

Reviewing hundreds of businesses without making a viable offer may not be a lack of effort; it may be a lack of courage to pull the trigger.

"The most unrealistic recent buyer I spoke with wanted to purchase a business on the condition that the owner would continue running it for 2–3 years after the sale. They

had only a couple hundred dollars in the bank yet somehow had a pre-approval letter for \$5 million.”

— Tony Moran, veteran Business Team agent

Perhaps because these “Advisors/Consultants” are competing with Business Brokers in attracting customers, or perhaps they are not familiar with how business brokers operate, they tend to give advice that often makes it actually more difficult to succeed in purchasing a business making their client less competitive.

A recent example — a graduate (who paid \$20,000 for his advisor’s program) was told that he could buy the business for zero down payment. Not too surprisingly, his offer to the seller was passed over for another, more realistic offer, one that did include a down payment.

The irony is that this buyer could have made the down payment but was too vested in his \$20K program to listen to his broker’s advice and so lost the deal.

Some groups and consultants do provide useful information and education — but as in any industry, there are also some whose business model depends more on upfront fees than on successful outcomes for the client.

Most business buyers are first-time buyers and do require education and support that is generally best delivered by a competent business broker. The quality and depth of advice from someone in the field and in the trenches cannot be matched by what might be delivered in a seminar!

If any readers have had an experience with “How to Buy a

Business” type programs please do send me comments, positive or negative to ian@business-team.com.

Visit our Website

Businesses for Sale



E-Commerce Active Apparel

Listing #: SF11554

Location: Southern California

Gross Sales \$4,071,493

Asking Price: \$3,000,000



Motorcycle Repair Shop

Listing #: 11655

Location: Northern California

Gross Sales \$1,013,418

Asking Price: \$500,000



Bicycle Sales & Service Shop

Listing #: 11581

Location: Sacramento County, CA

Gross Sales \$1,084,782

Adjusted Earnings: \$246,937

Asking Price: \$525,000



Transmission Business Semi-Absentee

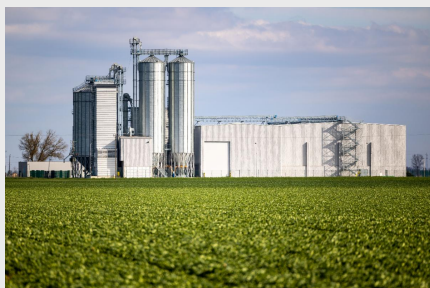
Listing #: SA11703

Location: Placer County, CA

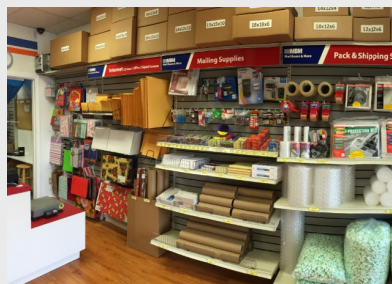
Gross Sales: \$771,629

Adjusted Earnings: \$278,922

Asking Price: \$725,000



Manufacturing/Wholesale Agricultural Feed



Turn-Key Mail Box Center Listing #: 11591

Listing #: SF11585
Location: Northern California
Gross Sales \$395,176,663
Adjusted Earnings: \$1,109,010



Asphalt Repair Service

Listing #: IR11454
Location: Orange County, California
Gross Sales \$1,262,364
Adjusted Earnings: \$160,442
Asking Price: \$1,300,000

Location: Alameda County, CA
Asking Price: \$106,000



Moving & Storage Franchise

Listing #: SE11745
Location: Riverside County, CA
Gross Sales: \$283,326
Adjusted Earnings: \$19,312
Asking Price: \$350,000



E-Commerce Men's Clothing Retailer

Listing #: 11571
Location: Los Angeles, CA
Gross Sales \$7,447,139
Adjusted Earnings: \$975,485
Asking Price: \$3,900,000



Glass Glazier and Installation

Listing #: SA11701
Location: Sacramento, CA
Gross Sales \$238,613
Adjusted Earnings: \$146,764
Asking Price \$560,000



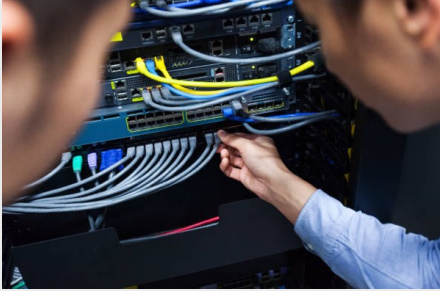
Trophy & Engraving Business

Listing #: SE11671
Location: Texas
Gross Sales \$271,992
Adjusted Earnings: \$90,619
Asking Price: \$250,000



Auto Glass Shop

Listing #: 11424
Location: Santa Clara County, CA
Gross Sales \$604,350
Adjusted Earnings: \$158,829
Asking Price: \$650,000



IT & Telecom Services

Listing #: SF11728

Location: Southern California

Gross Sales \$608,509

Adjusted Earnings: \$81,737

Asking Price: \$995,000



Snack Distribution Route

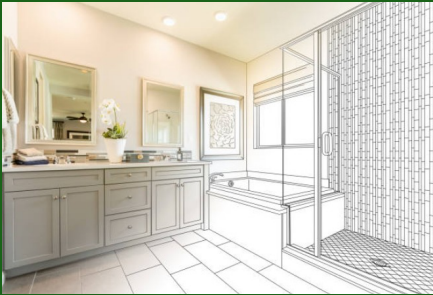
Listing #: ST11756

Location: San Joaquin County, CA

Gross Sales: \$494,975

Adjusted Earnings: \$84,199

Asking Price: \$230,000



Established Bath and Kitchen Remodeler

Listing #: 11565

Location: Santa Clara County, CA

Gross Sales \$1,027,560

Adjusted Earnings: \$290,368

Asking Price: \$525,000



Turnkey Restaurant & Taphouse

Listing #: SF11609

Location: Contra Costa County, CA

Gross Sales: \$1,099,534

Asking Price: \$299,000



Barre Studio - Prime Location!

Listing #11630

Location: Redwood City, CA

Gross Sales: \$61,360

Asking Price: \$250,000



Beauty Spa Franchise and 2 Stores

Listing #11658

Location: Santa Clara County, CA

Gross Sales: \$2,091,384

Adjusted Earnings: \$1,012,927

Asking Price: \$3,500,000



Auto Repair, Wheels, Tires

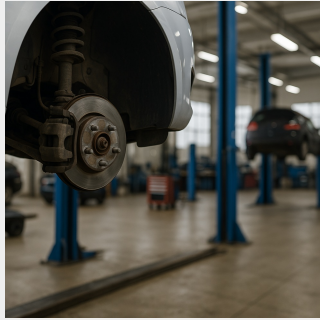
Listing #FR11646

Location: Madera County, CA

Gross Sales: \$711,637

Adjusted Earnings: \$90,258

Asking Price: \$95,000



Auto Repair Shop with Building

Listing #SE11563

Location: King County, WA

Gross Sales: \$967,526

Adjusted Earnings: \$355,715

Asking Price: \$3,000,000



Wholesale Boutique Bakery

Listing #:EG10960

Location: Lane County, OR

Gross Sales: \$383,840

Adjusted Earnings: \$92,544

Asking Price: \$199,000



Auto Body Paint Supply

Listing #SF11546

Location: San Mateo County, CA

Gross Sales: \$849,000

Adjusted Earnings: \$221,350

Asking Price: \$749,000

Mobility Franchise

Listing #SL11746

Location: Missouri

Gross Sales: \$346,068

Adjusted Earnings: \$55,745

Asking Price: \$187,000



Candle Making Studio

Listing #: SF11759

Location: San Francisco, CA

Gross Sales: \$206,158

Asking Price: \$165,000



Acoustic Measurement Mfg & Supply

Listing #:11304

Location: Northern California

Gross Sales: \$422,188

Adjusted Earnings: \$183,887

Asking Price: \$600,000



Wholesale Sandwich Business

Listing #PO11624

Location: Multnomah County, OR

Gross Sales: \$1,787,888

Adjusted Earnings: \$255,953

Asking Price: \$699,000



European Market with Liquor License

Listing #: 11674

Location: Alameda, CA

Gross Sales \$413,216

Asking Price: \$200,000



Event Production Company

Listing #: 11472

Location: Santa Clara County, CA

Gross Sales: \$616,812

Adjusted Earnings: \$367,396

Asking Price: \$695,000



Physical Therapy Practice

Listing #: 11680

Location: San Jose, CA

Gross Sales: \$1,120,910

Adjusted Earnings: \$293,496

Asking Price: \$1,100,000



Boutique Online Coffee & Weightlifting Apparel

Listing #: SA11364

Location Sacramento County

Gross Sales: \$701,981

Adjusted Earnings: \$149,340

Asking Price: \$500,000



Custom-Made Plastics Manufacturer

Listing #: 11568

Location: Washington

Gross Sales \$215,524

Asking Price: \$150,000



Strength Training Gym

Listing #:11416

Location: Oakland, CA

Gross Sales: \$221,076

Adjusted Earnings: \$144,836

Asking Price \$353,000



Residential & Commerical Painting

Contractor

Listing #SA11450

Location: Sacramento County, CA

Gross Sales: \$371,262

Adjusted Earnings: \$156,655

Asking Price: \$250,000



Well-Established Trucking Company

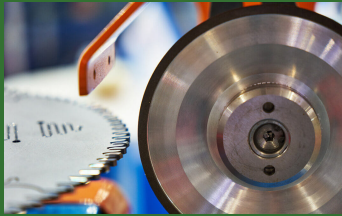
Listing #SF11715

Location: Santa Rosa, CA

Gross Sales: \$187,892

Adjusted Earnings: \$124,850

Asking Price: \$145,000



Saw Sharpening Business

Listing #11604

Location: Santa Clara County, CA

Gross Sales: \$159,618

Asking Price: \$425,000



**Profitable General
Engineering Company**

Listing #: IR11227

Location: Southern California

Gross Sales: \$2,212,588

Adjusted Earnings: \$423,831

Asking Price: \$3,600,000

SEE ALL
7,100+
LISTINGS BTI
GROUP HAS
SOLD

For additional information, please visit our website.
www.business-team.com

SEE ALL LISTINGS



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