

TABB Awards professional designation Board Certified Broker (BCB) to qualified members who:

- Complete a list of core educational courses covering the basic aspects of business brokerage
- Pass a professional examination developed and administered by the association
- Reach a particular level of experience in the broker profession
- Maintain high ethical standards based on the TABB Code of Ethics
- Achieve annual recertification requirements that include continuing education



Business owners looking to sell their businesses— many times their most valuable asset—often question:



- Is it the right time to sell?
- How do I maintain confidentiality?
- What is my business worth?
- Is my business financeable for a buyer through a lending institution?
- Can I negotiate an all cash deal for my business? If not, then what are the terms?
- How do I find the right buyer?
- I've never done this before, what is the process?
- How do I market that my business is for sale?
- How do I attract multiple buyers?
- Should I consider selling to a competitor?
- How do I find a broker with experience, knowledge and professionalism?

Choose a TABB Board Certified Broker (BCB), an experienced professional with expertise in the complex process of selling a business who guides you through the sale and assists in decision making to achieve your goals!

For more information:



www.tabb.org



Texas Association of Business Brokers
909 Lake Carolyn Parkway, Suite 320
Irving, TX 75038
972-717-3500 ext. 226

www.tabb.org