

# The Robbinex® Team



*Robbinex wants to help you take that important and exciting step toward acquiring a business.*

**Robbinex®...  
"Experience...  
creating  
opportunities.™"**



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# Buying a Business the Right Way

*Potential business buyers will appreciate the specialized expertise that the Robbinex team employs in securing viable business opportunities for qualified buyers.*

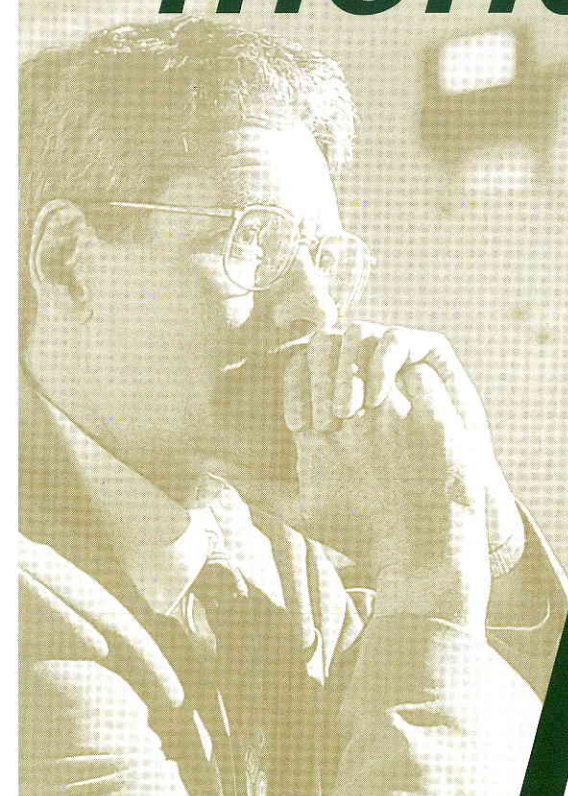
*We have numerous businesses available to be acquired. If you have the **money**, **management skills** and **motivation** to purchase a business... now is the time to discover what opportunities are available.*

# Robbinex®

Since 1974

**Robbinex® ...  
saving you**

**time  
and  
money**



## Experience Counts

Time for some help in buying a business!

Robbinex® is a leader in the Merger and Acquisition arena in North America. Since 1974 they have developed many programs that ensure that their M&A process is both efficient and effective. Robbinex's ISO 9001-2000 registration ensures both buyers and sellers that their process standards are being maintained.

Sorting out all the legal, financial and business issues that surround business ownership can be an overwhelming task, and also a time-consuming and expensive one. Robbinex's sophisticated information gathering process will save you a great deal of time and money.

## The Robbinex® Seller Qualification Program

As a buyer, you will want to know that all Robbinex sellers have met the standards required by their detailed 3 phase program.

The **3-Phase Program** ensures buyers that the seller:

- is ready to sell;
- has realistic expectations as to the worth of the enterprise;
- has made a significant financial commitment to sell the business;
- and that the business has gone through **Robbinex's preliminary "due diligence"**.

All businesses offered for sale through Robbinex are **bona fide opportunities**. You can be assured that the sellers have no hesitation about selling their business and are both emotionally and financially ready to sell.

This same assurance is offered to the sellers of Robbinex-facilitated transactions. Sellers want to be assured that potential buyers are both qualified and seriously interested.

Robbinex works to protect the interests of both parties. It is for this reason that they also offer a **Buyer Qualification Program**

## The Robbinex® Buyer Qualification Program

**Robbinex's® Buyer Qualification Program** identifies serious, enthusiastic and dynamic individuals and corporations that are ready for a new challenge. This process verifies that buyers possess the financial resources to not only purchase an enterprise, but to make it a profitable and rewarding venture.

**Qualified buyers** must provide financial capability information and sign **Robbinex's Confidentiality Agreement** which clearly sets out the rules of engagement for both the buyer and seller. This agreement also provides protection for the seller, the business itself, and, of course, the successful buyer.

Businesses offered for sale by Robbinex do not have an asking price. **Qualified buyers** understand that the value of a business is more than just dollars and cents. Its value is determined by a wide number of factors including:

- Taxation and cash flows
- Earn-outs and royalty programs
- Leases vs real estate ownership
- Asset sale vs share (stock) sale
- On/Off balance sheet considerations
- Non-compete agreements, and/or management/employment consulting contracts
- Synergistic considerations

Their experience has proven that these factors cause the value of a business to be dynamic rather than static. Robbinex has learned that **Qualified buyers** prefer to set the transaction structure and market value of a business **as they see it**. Setting an asking price sets the transaction structure, which restricts the buyer's flexibility and creativity in structuring a transaction that is best for both parties.

Do you have the  
money, management  
skills and motivation  
to purchase a  
business?

