

What Dwight Jones' clients are saying:

"Dwight Jones sold my thirty-year-old business for full price—all cash!" —J.E.

"Dwight Jones sold my business in six weeks for 97 percent of the asking price." —R.K.

"Thanks for all your help! One of the biggest and best decisions in my life!" —D.V.

"Dwight's advice was very valuable to us. A good experience—so much more than we expected." —S.W.

According to privacy agreements, the names of these clients and these businesses must remain confidential. References are available by request.

Leading the market in selling businesses

Dwight Jones has consistently helped his clients achieve some of the most successful and lucrative business sales in Southern California, including:

Restaurant/Beverage

Ole Madrid, San Diego Gaslamp Quarter
Green Burrito, San Diego
Prospect Café, La Jolla
Dairy Queen, La Mesa

Manufacturing

Horstman Manufacturing, Vista
Champion Signs, San Diego
Ritchart Oils, Inc./US Apothecary, San Diego
Central Die Cutting, San Diego

Service

West Coast Truck Service, National City
American European Automotive, Ocean Beach
National Decor & Lighting, Temecula
Buffalo Breath Costume Company, San Diego

Retail

Admiralty Marine Supply, San Diego
Campus Car Wash, San Diego
Net Edge Computers, Escondido
UPS/MBE, Navy Base San Diego

About Dwight Jones

Award-winning experience and expertise

A Certified Business Intermediary (CBI), Dwight Jones has been representing San Diego-based businesses and buyers for more than a decade. He successfully operated and then sold his own businesses to publicly-traded firms, including a San Diego-based business to a NASDAQ firm from Houston, Texas, and a Los Angeles-based business to a NYSE firm in Albuquerque, New Mexico. He is currently teamed up with VR—Vanguard Resource Group, which consistently sells the most businesses in North America—to give his clients full networking connections to the hottest trends and selling opportunities available. Dwight is one the top three producers in the VR's national system.



Dwight Jones, CBI

Certified Business Intermediary

Whether you're ready...or waiting
call now for a **FREE** consultation.

Email me for a **FREE** copy of
10 Secrets for Successfully Selling Your Business

Call: 858-212-1944

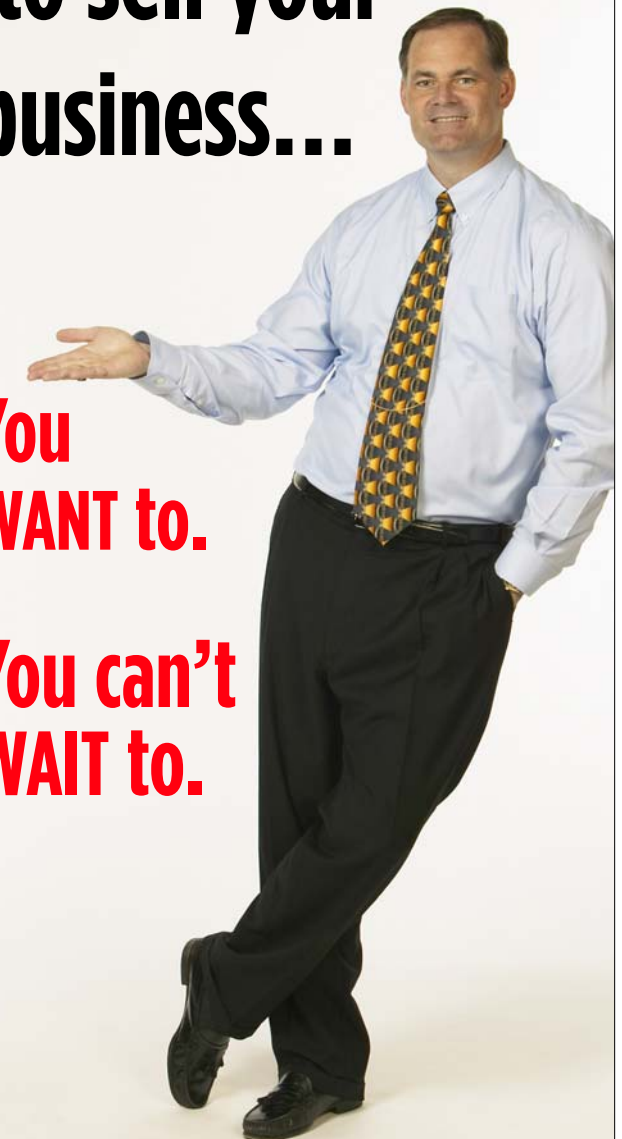
Email: Dwight@SanDiegoBusinessBroker.com

www.SanDiegoBusinessBroker.com

There are two good reasons to sell your business...

**You
WANT to.**

**You can't
WAIT to.**



“Do you own your business, or DOES YOUR BUSINESS OWN YOU?”

Maybe you’ve built your business over time and now you’re ready to cash in.

Maybe you’ve reached a point where boredom, burnout, or simply wanting to move on make selling the best option.

Either way, what matters most now is making a choice that’s right for *you*.

WHETHER YOU NEED HELP MAKING A DECISION...OR MAKING A MOVE

I offer a uniquely consultative approach designed to help you explore your goals, your expectations, and your options. This is exactly why more business owners turn to me for the help they need deciding *and* preparing to sell their businesses. There’s no obligation. This is simply a chance to get an objective perspective and professional feedback when you need it most.

INSIDE LEFT

5 Ways I Can Make Selling Your Business Work for YOU!

#1. Get a fresh start.

You know why you started your business—the dream of freedom, independence, and wealth. But when the honeymoon is over, when the time and effort you’re putting into your business is more than what you’re getting back, it’s OK to consider making a change and even getting ready to follow a new dream. Selling a business is a profoundly important professional decision. It’s also a deeply personal one. It may be time for you to move on if:

- You don’t feel the same way about your business anymore—and it shows
- You’re sticking with it only because you think you should or think you can fix it
- You’re giving up too much time with family and friends
- Your personal life is out of balance, and the idea of free time is non-existent
- You’ve got better opportunities turning up all around you

#2. Keep it confidential.

Your business is exactly that—your business. There are a lot of personal issues and decisions that come into play regarding how you run that business and therefore what you will need to do to sell it. Having owned, operated, and sold my own businesses and having helped countless business owners navigate the sales process, I know how important it is to find a brokerage partner you can trust—start to finish—as you prepare for and journey through the sales process.

#3. No signs in the yard!

This is not like selling your house. You may be ready to sell your business, but not ready to tell the world—not yet, anyway. I help you make critical decisions about why, when, and how to sell your business. I then coach you through all the preparation. Then, only when *you’re* ready, do I confidentially promote you to the best buyers possible—on *your* terms.

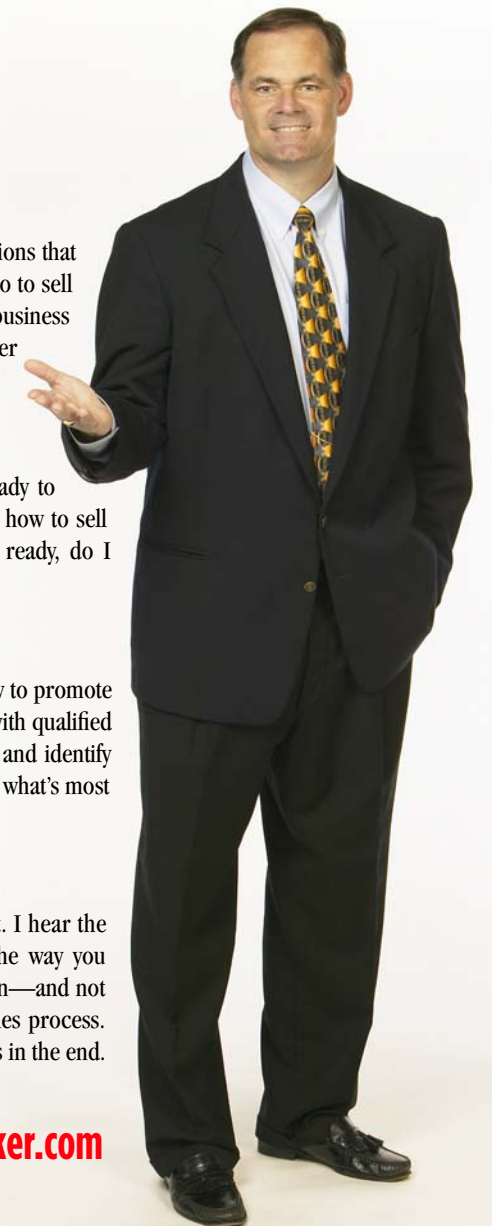
#4. Save time, money, and headaches.

I know who’s coming to the San Diego area *looking* for businesses to buy. I also know how to promote yours as the obvious choice. I can help make your business buyer-friendly, match you up with qualified prospects, make your business look good on paper, negotiate the most profitable terms, and identify ways to minimize your tax liability. I do all of this so that you can focus *your* time on doing what’s most important—running your business to keep it in top form and ready to sell.

#5. Know what to expect—and get it.

You only sell your business once—leave nothing to chance. I make sure you do it right. I hear the stories. I know there’s nothing worse than having regrets or disappointments about the way you handled one of the biggest financial decisions of your life. I help you avoid all the common—and not so common—mistakes by personally coaching you through each critical stage of the sales process. You’ll know what to expect at every turn and how to proceed for the most profitable results in the end.

Call: **858-212-1944** Email: **Dwight@SanDiegoBusinessBroker.com**



INSIDE CENTER

INSIDE RIGHT