

## CONSULTKAP BUYER SERVICES

Buyer Representation Service	By Transaction	Active	Aggressive
Personal Interview & Consultation	Initial Free	Initial + 1/month update	Initial + up to 4/month as needed
Prescreening Business Options	x	x	x
Initial Search of Listings	x	x	x
Your Broker actively searches weekly		x	x
Your Broker actively searches 3 X /week			x
You (Buyer) searches & sends options To Broker for screening	x	x	x
Formal Opinions of Market Value	\$400 each	Free- up to 1 per month	Free- up to 2 per month
Paperwork Handling	x	x	x
Deal Negotiations	x	x	x
Contracts Management/Offer-Counter	x	x	x
Advisory Services	x	x	x
Financing/Lender Connections	x	x	x
Requirements Posted on Web Sites	x	x	x
Facilitating Due Diligence	x	x	x
Transactional Logistics	x	x	x
Fees (Commission at Closing) (assumes transaction value <=\$1 Mill; Over \$1 Mill, Fees 5/4/3/2/1%)	½ Listing Broker Fee w/ min. 5%/Deal Price. If NO Co-op fee, Buyer pays fees.	½ Listing Broker Fee w/ min. 5%/Deal Price. If NO Co-op fee, Buyer pays fees.	½ Listing Broker Fee w/ min. 5%/Deal Price. If NO Co-op fee, Buyer pays fees.
Retainer (refundable against commission)		\$500/month	\$1,000/month
Targeted Mail Marketing	\$10/lead	Free—up to 10 leads per month	Free—up to 30 leads per month
Targeted Phone Marketing	\$10/lead	Free—up to 10 leads per month	Free—up to 30 leads per month
Travel O/S Extended Metro Area w/in GA	<i>Reimbursed expenses</i>	Free—up to 1 trip per month	Free—up to 3 trips per month
Travel Outside of GA (w/client approval)	<i>Reimbursed expenses</i>	<i>Reimbursed expenses</i>	<i>Reimbursed expenses</i>
Contract as Exclusive Agent/Client	<i>Per transaction</i>	<i>Min. 3 months</i>	<i>Min. 2 months</i>
<b>Value for Motivated Buyer</b>	<b>Good</b>	<b>Better</b>	<b>Best</b>

**CONSULTKAP** is the most respected transition consulting and business brokerage firm in Georgia due to the high level of client trust developed by always prioritizing the client's best interests. This is evident in the proportion of ConsultKAP business derived through repeat and referral sources. Be sure to visit us at [www.consultkap.com](http://www.consultkap.com) to see what others have to say about their experience.

**MAKE US PART OF YOUR  
BUSINESS ACQUISITION TEAM TODAY!**

*“Wherever you see a successful business,  
someone once made a courageous decision.” -Peter Drucker*

## **AT CONSULTKAP, WE RESPECT BUYERS!**

- Are you ready to control your life, your destiny, and use your skills & experience to make yourself wealthy VS an employer?
- Are you weary of trying to contact many brokers and business owners directly?
- Tired of not getting your calls and e-mails returned?
- Discouraged by your inability to get solid information on business listings?
- Just do not want to WAIT around for the right business to fall into your lap?
- Not sure what IS the right business for you?

***WE CAN HELP.*** Let us simplify the complexity and expedite the process for you. We will assess your financial and experiential parameters and make a match that will enhance your likelihood of SUCCESS.

*Our connections, affiliations & networks, locally and across the country, allow us to work easily with most brokers, so we efficiently maximize the options you can explore and streamline your search efforts.*

- ✓ Do you need a Targeted Search for businesses that may not even be listed for sale?
- ✓ Do you need help working with Business Owners trying to sell without a Broker?
- ✓ Do you need Professional Opinions of Market Value for options you are trying to evaluate?

***CONTACT US TODAY TO DISCUSS YOUR  
REQUIREMENTS.***

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[www.consultkap.com](http://www.consultkap.com)

*"You cannot discover new oceans until you have the courage  
to lose sight of the shore." Anonymous*