



The UOA Report Updates...Outlooks...Analysis

July - August 2009

BUYING A BUSINESS

If you are looking to buy a business, we can help. There are numerous businesses available for purchase that are confidentially listed with Umlauf, O'Dell & Associates, Inc.(UOA). We discreetly find sellers and connect them with qualified buyers. When you use us to buy a business, you can be assured that a professional business broker will be handling your transaction. The chances are good that we can find the right business for you to purchase. An important thing for you to remember is there is no cost to you as a buyer for our professional services.

THE PROCESS

We will assist you through the process of identifying and evaluating a business at a price that is satisfactory to you. Our representation for a business buyer will generally include the following procedures:

Interview. We'll help you set your acquisition objectives by obtaining necessary information regarding your background, experience, skill levels and your capacity to fund the purchase transaction. We then put together this information to present you to the seller as a qualified buyer. This information will allow you to react quickly to opportunities that materialize.

Search for specific businesses. We will review our own data base for potential businesses for sale that may fit your criteria. We will also research many channels including former business contacts, the Internet, service professionals and networking partners to find the right business opportunity that addresses your established criterion.

Business evaluation. We assist you by determining the fair market value of each business we list for sale. In doing so, we evaluate cash flows, assets & liabilities, the income statement and

the intangibles inherent in businesses. This includes intellectual property assets, name identity, important vendor relationships, operation and production systems, distribution channels and employee levels and skills.

Interview with the seller. Once you, as a buyer have been qualified, you will be required to sign a standard non-disclosure agreement form. Once this has been completed, a UOA principal will accompany you to the seller's business for the purpose of introductions and to obtain vital information about the business and its financials.

Offer to the seller. If, after reviewing the information presented, there is an interest in purchasing the business, UOA will work with you to develop and offer. Again, the offer will be made only after you have conducted a complete review of the vital information and have decided that this is the business you want to purchase. UOA will work as an intermediary in negotiating any purchase contract between you and the seller.

Financing. Once a purchase agreement has been signed, UOA will work with you to secure financing if needed. We have many established relationships with institutional lenders (both SBA & non-SBA) specializing in business acquisitions that are available to assist you in purchasing the new business and we are pleased to make the introduction.

Closing. Attorneys will be retained by both you and the seller to facilitate the closing of the sale. The attorneys are responsible for filing the required paperwork, and ensuring that all licenses and leases are properly handled for both you and the seller.

ACCORDING TO RECORDS RETRIEVED BY THE SBA IN 2007

- There were 637,100 new businesses, 560,300 business closures and 28,322 bankruptcies.
- Two-thirds of new employer firms survive at least two years, 44 percent survive at least four years, and 31 percent survive at least seven years.
- Findings do not differ greatly across industry sectors.

CURRENT BUSINESS LISTINGS

- Energy Manufacturer
- Food Manufacturer
- Professional Stereo & Lighting Retailer/Distributor
- Niche Retail Business
- Automotive Transmission Center
- 40 Year Transmission Center



UMLAUF, O'DELL & ASSOCIATES, INC.

Business Brokerage & Investment Banking

Character • Integrity • Confidentiality

"Bringing buyers & sellers together to facilitate a mutually beneficial relationship".