

SB526

# Home Staging Company

**Fun and creative business with huge upside potential.**

Stagers get homes ready for sale by bringing in furniture, plants, artwork and accessories. Design experience is not necessary as the company has a committed team of experienced designers and installers. The business also includes enough inventory to stage 50 homes at once and averages 25 homes staged at any given time. The inventory alone is valued at \$393,600 on the balance sheet.

The owner has been running the business absentee, but now needs to sell for personal reasons. This creates a great opportunity for a business-savvy investor to pick up one of the best-priced investments on the market.

The growth opportunity is enormous for this business, which could even be taken to a national scale. Please call if you are interested in a business that is fun, creative, and built on repeat business. The owner would like to sell to someone with the vision to take the company, along with its solid customer base, and grow it to its full potential.

PRICE		LEASE	
Asking	\$399,000	Base Rent	\$11,080
Down Payment	\$250,000	NNN	
Inventory Included	\$393,600	Expiration	February 2009
Other Debt	None	Option	None
Training Included	80 hours	Security Deposit	\$10,000
OPERATION		TERMS	
Employees	8-10 full-time	Note to Seller	\$149,000 -interest only 1st year
Working Owners	absentee	Term	60 months
Payroll/Month	\$19, 597	Interest	7%
Hours	9 a.m.-6 p.m.	Payment	
Business Established	1998	Covenant	5 years; 70 mile radius
FINANCIAL		FACILITIES	
	May 2007-April 2008 Trailing 12 Months		
Gross Sales per Month/Year	\$48,027/\$576,320	Size	14,000 sq. ft.
SDE per Month/Year	\$3,611/\$43,333	Type	Free-standing warehouse
	Jan-Apr 2008	Parking	Plenty in parking lot
SDE per Month/Year	\$9,110/\$109,320	Business Owned Since	1998
*SDE =	Sellers Discretionary Earnings		

**For further information, please contact:**

Joan Young, Broker, CBI<sup>®</sup>, CBB<sup>®</sup> at Sunbelt Greater Bay Area (408) 436-1900  
jyoung@sunbeltbayarea.net • [www.sunbeltbayarea.net](http://www.sunbeltbayarea.net)

*This information was prepared to inform prospective purchasers about The Company. The information contained here as provided by The Company and should be treated as Confidential by the recipient. Sunbelt Greater Bay Area, acting as exclusive agent for The Company in this transaction, makes no express or implied representation of warranty with respect to the accuracy or completeness of the information. Each prospective purchaser is responsible for the performance and expense of a due diligence review of The Company. Further detailed information is available to qualified buyers subject to execution of the attached Non-Disclosure Agreement, Disclosure Regarding Agency Relationship, and Personal Profile.*

*Confidentiality/Non-Disclosure Agreement*



The undersigned prospective purchaser (“Buyer”) hereby requests confidential information, currently and from this time forward, on businesses represented by Sunbelt Business Advisors (“Sunbelt”). Buyer hereby acknowledges that Sunbelt first provided such information to the Buyer. In consideration of Sunbelt having provided such information, the Buyer hereby agrees:

1. Any information Sunbelt provides about a business was obtained from the business owner, and Sunbelt makes no representations or warranties as to its accuracy or completeness. Buyer is solely responsible for investigating all aspects of the business and obtaining any legal, tax or other counsel Buyer deems necessary, prior to purchasing the business.
2. Any information Buyer is given about a business, including its availability for acquisition, shall be treated as confidential and proprietary. Buyer shall not disclose, without prior written permission, any such information to any third party except Buyer’s representatives/affiliates engaged in evaluating the information, and shall obtain the agreement of such third parties to maintain confidentiality. If Buyer decides not to purchase the business, Buyer shall promptly notify Sunbelt of this fact and shall promptly return all documentation without retaining copies, summaries, analyses or extracts. Any unauthorized disclosure shall constitute a material breach of Buyer’s duty to the Seller and Sunbelt and could result in their seeking recourse against the Buyer. Buyer shall indemnify, defend and hold Sunbelt harmless from any liability resulting from such unauthorized disclosure.
3. The Seller of each business about which a Buyer shall be given information by Sunbelt has entered into an agreement providing that Seller shall pay a fee to Sunbelt if, during the term of that agreement or within twenty four months thereafter, the business is transferred to a Buyer introduced by Sunbelt. Should Buyer, Buyer Family Member or anyone with whom Buyer is connected acquire any interest in or become affiliated in any capacity with such a business, Buyer shall protect Sunbelt’s right to a fee from the Seller.
4. Buyer shall conduct all inquiries into and discussion with any business about which Sunbelt provides information solely through Sunbelt, and shall not directly contact the owner, employees or other representatives of the business except by prior arrangement with Sunbelt.
5. If Buyer breaches the terms of this Agreement or in any way interferes with Sunbelt’s right to a fee, Buyer shall be liable for such fee and any other damages, including reasonable attorney’s fees. Any controversy or claim arising out of or relating to this Agreement or its breach shall be settled by binding arbitration in accordance with the Commercial Arbitration Rules of the American Arbitration Association by one or more arbitrators appointed in accordance with those rules. Any arbitrator so selected need not be a member of the American Arbitration Association.
6. Sunbelt may act as a dual agent representing both Buyer and Seller. In a dual agency situation, the agent has the following affirmative obligations to both the Seller and the Buyer: a) a fiduciary duty of utmost care, integrity, honesty and loyalty in the dealings with either the Seller or the Buyer, b) diligent exercise of reasonable skill and care in performance of the agent’s duties, c) a duty of honest and fair dealing and good faith and d) a duty to disclose all facts known to the agent materially affecting the value or desirability of the business that are not known to, or within the diligent attention and observation of, the parties.
7. Buyer Acknowledges receiving a copy of this Agreement.
8. The undersigned executes this Agreement on behalf of Buyer and warrants that he/she is duly authorized to do so.

Business of interest: SB526 Home Staging Company

Name: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Phone: \_\_\_\_\_

Fax: \_\_\_\_\_ Cell: \_\_\_\_\_ email: \_\_\_\_\_

**Agent for SUNBELT BUSINESS ADVISORS: Joan Young, Broker, CBI<sup>®</sup>, CBB<sup>®</sup>**  
**Email: [jyoung@sunbeltbayarea.net](mailto:jyoung@sunbeltbayarea.net) Phone: 408-436-1900 Fax: 408-436-1996**  
**[www.sunbeltbayarea.net](http://www.sunbeltbayarea.net)**

## *Disclosure Regarding Agency Relationship*



When you enter into a discussion regarding a business opportunity transaction, you should from the outset understand what type of agency relationship or representation you have with a Business Broker.

### **AGENT IS REPRESENTING BOTH SELLER AND BUYER**

A Business Broker, a California licensed Real Estate Salesperson or Real Estate Broker, can legally be the agent of both the Seller and the Buyer in a transaction (dual agency) and is hereby notifying you that this is the situation in this transaction.

In a dual agency situation, the Business Broker has the following affirmative obligations to both the Seller and the Buyer:

- (a) A fiduciary duty of utmost care, integrity, honesty and loyalty in the dealings with both the Seller and the Buyer.
- (b) Diligent exercise of reasonable skill and care in performance of the agent's duties.
- (c) A duty of honest and fair dealing and good faith.
- (d) A duty to disclose all facts known to the agent materially affecting the value or desirability of the business that are not known to, or within the diligent attention and observation of, the parties.
- (e) A duty to disclose all facts known to the agent materially affecting the desirability of the Buyer - financial history, creditworthiness and background of the Buyer that are not known to, or within the diligent attention and observation of, the parties.

A Business Broker is not obligated to reveal to either party any confidential information obtained from the other party that does not involve the affirmative duties set forth above.

In representing both Seller and Buyer, the agent may not, without the express permission of the respective party, disclose to the other party that the Seller will accept a price less than the asking price or that the Buyer will pay a price greater than the price offered.

The above duties of the agent in a business opportunity transaction do not relieve a Seller or Buyer from the responsibility to protect his/her own interests. You should carefully read all agreements to assure that they adequately express your understanding of the transaction. A business broker is a person qualified to advise about buying and/or selling business opportunities. If legal or tax advice is desired, consult a competent professional.

Throughout your business opportunity transaction you may receive more than one disclosure form, depending upon the number of Business Brokers assisting in the transaction. The law requires each agent with whom you have more than a casual relationship to present you with this disclosure form.

Unless the potential buyer discloses to Sunbelt at this time that they are currently represented by a broker, the potential buyer acknowledges that they are not represented by another broker and that Sunbelt will be acting as a dual agent. Buyer retains the right to their own representation; however, by signing, they recognize that Sunbelt is not under compulsion or responsible to co-broke, once signed.

### **I/WE ACKNOWLEDGE RECEIPT OF A COPY OF THIS DISCLOSURE.**

BUYER/SELLER \_\_\_\_\_ Date \_\_\_\_\_

BUYER/SELLER \_\_\_\_\_ Date \_\_\_\_\_

BUSINESS BROKER \_\_\_\_\_ Date \_\_\_\_\_

Sunbelt • Business Sales & Acquisitions

2001 Gateway Place, Suite 230E • San Jose, California 95110 • 408-436-1900 • [www.sunbeltbayarea.net](http://www.sunbeltbayarea.net)

# Buyer Profile



**BUYER PROFILE FOR:** \_\_\_\_\_ Please Print Name **Email:** \_\_\_\_\_

Home Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Home Phone: \_\_\_\_\_ Work Phone: \_\_\_\_\_

Fax: \_\_\_\_\_ Cell Phone: \_\_\_\_\_

How did you hear about us? \_\_\_\_\_ If Internet, which website? \_\_\_\_\_

*We provide each seller the following confidential facts about you prior to releasing any information about their business.*

### BACKGROUND INFORMATION:

Are you currently employed? \_\_\_\_\_ If so, in what industry and what position? \_\_\_\_\_

Please give a brief description of your responsibilities: (Plan to prepare and submit a formal Resume for consideration.)

Please list the industries in which you've worked and the positions you've held:

Does your spouse work? \_\_\_\_\_ Full time? \_\_\_\_\_ Industry and position? \_\_\_\_\_

Do you own or have you ever owned your own business? \_\_\_\_\_ If Yes, what type? \_\_\_\_\_

Education:  High School  College / Degree \_\_\_\_\_  Post-College / Degree \_\_\_\_\_

Other Special Education or Training \_\_\_\_\_

Why are you looking for a business opportunity? \_\_\_\_\_

What is your timeframe to purchase?  Immediate  No hurry How long have you been looking? \_\_\_\_\_

Would you work in the business  Full-time  Part-Time

Place a check mark beside each business category that interests you:

- |  |  |
|--|--|
| <input type="checkbox"/> Manufacturing                             | <input type="checkbox"/> Any Business that can be relocated            |
| <input type="checkbox"/> Distribution                              | <input type="checkbox"/> Retail  |
| <input type="checkbox"/> Computer/Hi Technology/Sciences           | <input type="checkbox"/> Services: postal, copy centers, tax prep etc. |
| <input type="checkbox"/> Absentee Ownership                        | <input type="checkbox"/> Restaurant /Fast Food                         |
| <input type="checkbox"/> Turnaround Situations                     | <input type="checkbox"/> Gas Stations/Mini Marts/Car Washes            |
| <input type="checkbox"/> New or Existing Successful Franchises     | <input type="checkbox"/> Dry Cleaning                                  |
| <input type="checkbox"/> Any Business which receives cash payments | <input type="checkbox"/> Home Based Business                           |

List 3 things that are important to you about any business you might consider buying:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

Geographic Location Desire: \_\_\_\_\_

How far from your home are you willing to drive one way to the business you will buy? \_\_\_\_\_

If you reside outside California and have inquired about a California based business, what are your relocation plans and timeframe? \_\_\_\_\_

Additional information that you think may help us locate a desirable business opportunity for you:

\_\_\_\_\_  
\_\_\_\_\_

*Buyer Financial Information*



**FINANCIAL INFORMATION:** \_\_\_\_\_ (Please attach prepared financial statement, if available)  
(Name)

What is your current annual income? \$ \_\_\_\_\_

What are your income expectations the first year of owning your own business? \$ \_\_\_\_\_

Have you ever filed bankruptcy? \_\_\_\_\_ Had a foreclosure? \_\_\_\_\_ Had a judgment filed against you? \_\_\_\_\_

Is there any reason you might be declined a loan for a business acquisition? \_\_\_\_\_

Will anyone advise you in the review of business records and the decision to purchase any business? \_\_\_\_\_

What is the down payment amount and the source of funds that you **are prepared to substantiate** at the time of making an offer? \$ \_\_\_\_\_ Source: \_\_\_\_\_

Do you have a financial partner or any other personal source of investment capital?  Yes  No

If Yes, please explain: \_\_\_\_\_

Do you have additional income sources?  Yes  No If Yes, please explain: \_\_\_\_\_

**NET WORTH:**

**ASSETS**

Cash in checking accounts	\$ _____
Cash in savings accounts	\$ _____
Stocks and bonds	\$ _____
IRA's, retirement plans, 401K's	\$ _____
Cash surrender of life insurance	\$ _____
Real Estate, home	\$ _____
Real Estate, other	\$ _____
Automobile(s)	\$ _____
Your own business	\$ _____
Appraised collectibles	\$ _____
Money due you	\$ _____
Other assets (describe):	\$ _____
Total:	\$ _____

**LIABILITIES**

Notes payable to banks	\$ _____
Notes payable to finance co's	\$ _____
Real estate indebtedness	\$ _____
Automobile(s) indebtedness	\$ _____
Owing on life insurance	\$ _____
Charge accounts	\$ _____
Credit Cards	\$ _____
Taxes payable	\$ _____
Other liabilities (describe):	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
Total:	\$ _____

**NET WORTH** (total assets minus total liabilities): \$ \_\_\_\_\_

**TOTAL INVESTMENT** \$ \_\_\_\_\_

*I certify that the above information is true and correct and acknowledge receipt of a copy of this profile.*

\_\_\_\_\_  
**Signature**

\_\_\_\_\_  
**Date**