

# How to Become the Best Business Broker in Town: Based on Lessons Learned Selling More Than Two Thousand Businesses

Ted Burbank



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Learn how to be successful in selling 90%+ of your listings. You don't have to be satisfied with the typical business broker's 15% to 25% success rate. The information in this book will lead you to: \* Selling larger businesses \* Additional income streams \* More consistant cash flow \* Increased number of referrals to serious sellers and buyers \* Higher new client closing ratio \* More cooperative buyers and sellers \* Dramaticly increased average commissions \* Shortened time from listing to sale \* Improved buyers interviewed to businesses sold ratio \* More free time for family and friends



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