



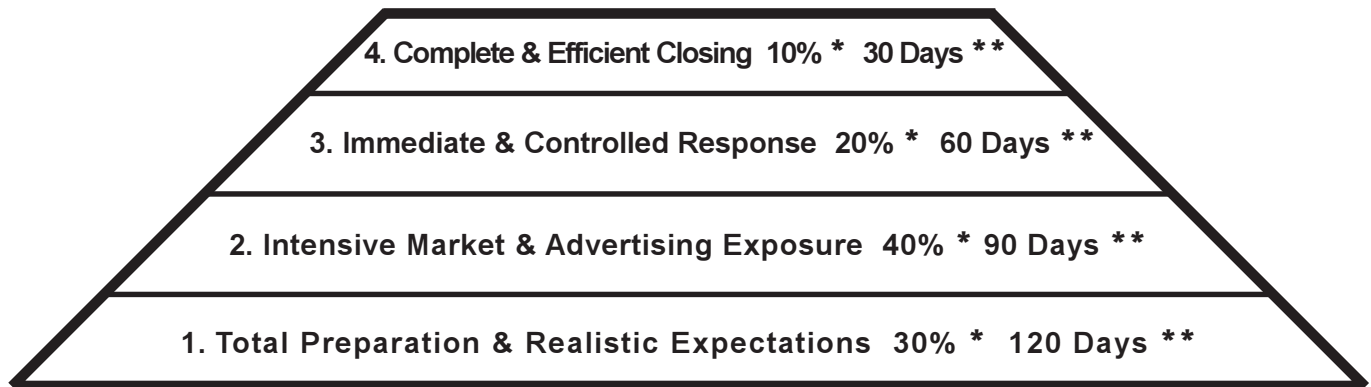
BUSINESS FOR SALE

ONLINE ACADEMY

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TIIC MethodTM of Selling or Buying a Small to Mid-Sized Business

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* **TIIC Importance Factor** - Shows % Of Importance Of Variable. For Example: If you fail to implement 1. Total Preparation & Realistic Expectations - you will have on average a 30% less chance of selling the business.

** **TIIC Delay Factor** - Shows the number of days on average the deal/transaction will be delayed If this step is not utilized or implemented correctly. For example if you don't correctly utilize or implement step #1 - Total Preparation & Realistic Expectations - the transaction will be set back on average 120 days.

Facts / Statistics on Selling & Buying a Small to Mid-Sized Business:

By Not Using The TIIC Method The Following Statistics Apply To Selling Or Buying A Business

Selling A Business: Only 30% of all small & mid-sized businesses that are put on the market by owners and brokers end up selling. The average time to sell a small to mid-sized business is 6 to 14 months from start to finish.

70% of all deals/transactions before or during due-diligence fall out. 40% of all deals/transactions in escrow fall out.

Buying A Business: Only 20% of all business buyers that initiate the process of buying a small to mid-sized business actually end up doing so. The average search time to successfully buy a small to mid-sized business is 8 to 24 months.

By Utilizing The TIIC Method To Sell Or Buy A Small To Mid-Sized Business

If owners/sellers, brokers/agents, and business buyers utilize the TIIC Method of Selling or Buying A Business they can and do on average sell or buy a small to mid-sized business within 1 to 3 months.

About The Author: Peter Siegel, MBA, is the Founder and President of both www.BizBen.com and www.USABizMart.com the country's most active online marketplaces for small business sales. Siegel has an Undergraduate degree in Economics and an MBA in Finance & Entrepreneurial Studies from UCLA, where he pioneered the successful TIIC Method of selling & buying small to mid-sized businesses. He has written three books on the topic of selling and buying small to mid-sized businesses and is a frequent host and presenter of online webinars and events at the Business For Sale Online Academy. His well read syndicated blog at www.USABizMart.com/blog is viewed weekly by thousands of business buyers, small business owners, business brokers & small business advisors on the topic of selling, buying, and financing (the purchase of) small to mid-sized businesses. He can be reached at: 800-207-7478.