

## BSN's Additional Revenue Generating Services



We provide our brokers with a complete "one stop shop" ability that can both generate an immediate income AND generate multiple incomes on a single deal. All of these services are available to every one of our brokers - And we are adding new sources all of the time!

**Business Sales:** Your #1 source of revenue comes from selling businesses. Review the 6 other revenue sources you will have at your disposal.

**Finance & Loans:** We have an entire stable of financing professionals offering established and start-up loans for A+ to D credit profiles. You'll earn commissions from us on every loan we close. Receive commissions on every closed referral! We have over 40 lending sources to help in the process. PERFECT FOR financing the buyers to get a deal closed - perfect for your referral network - perfect to market as a stand-alone service.

**Equipment Lease Financing:** Provides 100% financing of equipment and related business needs. Receive commissions on every closed referral! This program utilizes lease financing to fund equipment. Nearly all types of equipment-new or used-is accepted for consideration. The exceptions are anything related to the tanning industry or independent truck drivers. This is an immediate income source!

**Franchise Sales:** Provides you another option for your buyers. Can't find the business a buyer wants? Try selling him/her a franchise. We currently work with many of the top franchises under referral agreements. We'll pay you a generous commission off every franchise that we sell to your buyers.

**3rd Party Valuations:** Sometimes businesses are required to get a 3rd party valuation. BSN not only provides the best in the industry but you'll receive a huge commission for every valuation you sell. We use the best licensed valuation provider there is. This is an immediate income source.

**Owner Note Brokering:** With 80% of all businesses selling with partial owner held financing, you can now provide note purchase services to these owners. Most owners hold financing primarily to get the deal done. Most owners-especially retired owners-welcome the opportunity to have a financial institution purchase their note from them. Now our brokers can offer this service to owners currently holding a note.

**Mergers & Acquisitions:** We have assembled a stable of Mergers & Acquisitions providers. Generally these are the deals with multi-layered ownership structures NOT high-end sales. M&A deals are complicated sales negotiations involving multiple decision makers. Most regular business brokers turn these opportunities down because one deal may take 1-2 years to close while utilizing all the brokers resources and time in doing so. NOW our brokers can refer these deals to our M&A partners for completion.