



Passionate about selling your business.

What We Do

We sell businesses like yours. Blacks Business Brokers is one of the UK's leading business transfer specialists and has an enviable reputation for going above and beyond the call of duty to achieve successful sales.

Unparalleled expertise

Our directors and highly trained team of business transfer specialists are hugely experienced and have managed the successful sale of thousands of businesses. We understand not just how to sell your business but also the importance of doing so as quickly as possible and with the minimum of fuss.

We use a wide variety of online and traditional marketing techniques to promote the opportunity to buy your businesses to the largest possible pool of potential buyers. We vet all enquiries thoroughly before presenting them to you, eliminating time-wasters, and we act as a go-between to manage negotiations smoothly.

Relationships built on trust

Blacks Business Brokers is proud to be part of the Business Transfer Group, a leading UK business sales specialist founded by one of the sector's most respected figures, Chris Rowlands MNAEA, MICBA, who has more than 40 years' experience selling businesses. The group operates all over the country.

We are a close-knit, friendly, efficient team who trust one another implicitly, and we extend this ethos to the people who buy and sell businesses with us. Our excellent relationships with clients are built on a shared goal – the sale of businesses on the best possible terms.



On behalf of my wife and myself, I would just like to thank you for your cooperation in the sale of Heaton's Butchers. We feel that you and your company went that bit extra in achieving the sale of our business.

Mr Heaton - Heaton's Butchers



Our Approach

Our dedicated team leave no stone unturned to put the right buyers together with the right sellers. We manage the whole of the sale process from receiving offers right through to completion.

Unique selling points

We understand what makes businesses unique and will work with you to identify the key selling points that will attract the right buyer. These selling points will be placed front and centre of the advertisement we create for your business and will form the basis of our marketing activities.

Marketing methods

We use a tried and tested combination of digital and traditional marketing techniques to connect with as many potential buyers as possible. The methods we use are continually reviewed by our team of experts to ensure maximum effectiveness. Marketing tools include social media, email campaigns, direct mail and press articles. We also make direct approaches to our substantial database of known active buyers.

Managing the process

We will support you at all stages of the process, from receiving offers through to negotiation with buyers and the completion of your sale. We understand the needs of sellers and buyers and will use this knowledge to achieve the best results for you while keeping the process as smooth and stress-free as possible.

Why use us?

Blacks Business Brokers and the Business Transfer Group have a reputation for being friendly, fair-dealing and, most important of all, selling businesses. We don't make a profit until your sale completes so you can rest assured that our objectives are the same as yours: selling your business as quickly as possible for the best price.

Our Promises



We will always act with discretion and sensitivity



We will always provide fair, honest valuations



We will keep you fully informed throughout



We will complete your transaction as quickly as possible

Selling your business

Blacks Business Brokers will connect your business with the best buyers in the market and manage your transaction with skill, tact and discretion.

Why use Blacks Business Brokers?

Genuine, transparent and trustworthy

You only sell your business once, so you need to be able to trust your agent to find the right buyer. We will give you a genuine, realistic valuation and provide a clear assessment of the marketplace in which you are selling. Then we will focus all our efforts on securing a sale. We will keep you informed at every stage and manage your transaction from receiving offers through to completion.

The Process

As soon as you decide to go ahead, we act fast. Without delay, we will send you a tailor-made Vendor Pack. This contains a colour brochure used to market your business and copies of the proposed advertising. For maximum flexibility, you can update your brochure and advertising wording whenever you wish.

1

Marketing your business

We use a combination of cutting edge and traditional methods to promote your business for sale advertisement to millions of potential business buyers nationwide. Our sophisticated website and email campaigns enable us to monitor activity in real time, giving us a competitive edge because we do not have to rely on buyers making the first move. We recognise those that are showing an interest, putting us in a position to start the sales process proactively.

2


Potential buyers

We want to introduce potential buyers to you as quickly as possible but we won't just send you anyone. We qualify potential buyers to assess their situation, ensuring they are in a realistic position to make an offer. Once a potential buyer has viewed your business, we contact them and give you their feedback – it's essential for you to know interested parties' views of your business.


3

Completion

Once you receive an offer you are happy with, we will broker the finer points of the deal and manage the process through to completion. Our priorities from the first moment to the last are to achieve the best deal for you and to manage the process in such a way that you experience minimum stress while we guide your transaction to the point of completion.



You fulfilled your obligations and maintained an excellent service throughout, both in terms of the number of viewings that were secured and of the quality of the potential buyers you introduced to us. It was a pleasure working with all of the team at Blacks Brokers.



Alniami - Thorougods Store

After your sale completes what comes next? If you are interested in purchasing another business then we will be very happy to work with you to source potential opportunities.



Initial business discussion



Research and market appraisal



Strategic marketing



Planning and delivery



Prospecting and vetting



Offers presented and evaluated



Due diligence



Completing the deal



After sale review

Working with your buyer

Some buyers of businesses are seasoned operators who have been through the process before. For others it will be a brand-new experience. In these cases we provide support and guidance to help them complete their part of the transaction. We know that working closely with your buyer is key to securing the best sale.

How we work with your buyer

1 Matchmaking

We take the time to find out about buyers' goals, budgets and circumstances and will put your business forward to all those potential buyers we believe it could suit. Our experienced, knowledgeable team can also talk buyers through the various finance options that might enable them to complete the purchase of your business swiftly.

2 Offers and negotiation

We vet all enquiries thoroughly so you can be confident that any buyers we introduce to you are serious about buying a business like yours. Our extensive experience means we understand buyers' needs and will use this knowledge to negotiate the best deal on your behalf. We take pride in working closely with sellers and buyers to conduct this stage of the process efficiently and quickly, while maintaining a good working relationship between all parties.

3 Due diligence

Once you have agreed terms with a buyer they will need to look into your business in detail to make sure everything is as it should be. The legal contracts also need to be properly drafted before the sale completes. Where necessary we can help both parties manage this stage as efficiently as possible.

4 Completion

We can recommend reputable accountants and lawyers to help both sellers and buyers with the technical aspects of the deal. We will be there at every stage as the transaction progresses to completion.



Competitive Fees

We provide superb service at a great value price.



No Hidden Costs

We provide a clear list of our charges at the outset.



I would just like to take the time out in thanking Blacks Business Brokers you did an excellent job in selling our business in a professional manner.

Mr & Miss Breakwell - Relish

Case Study 1

R. Beresford Auto Repairs

Blacks Brokers brought to market this leasehold auto repairs specialist, operating from spacious industrial properties on a popular business park in Fareham, Hampshire.

The business was advertised on the open market and attracted strong interest from the outset. A deal was agreed within 11 days of launch, at the full asking price and the sale completed within 6 weeks.

The transaction was handled by Megan Sutherst here at Blacks Brokers, leaving both buyer and vendor highly delighted.



1st
Viewing



11days
Time Sold



100%
Asking Price Achieved

After receiving a full asking price offer on his first viewing, just a few days after the business advert went live, the vendor was delighted and I was very happy that we managed to complete in such a short amount of time so he was able to begin his retirement.

Megan Sutherst - Blacks Brokers

Case Study 2

Johnston Brady Hair Salon

Blacks Brokers were delighted to have sold this leasehold hair salon in Alsager, Stoke-on-Trent, situated with in parade of shops.

After the initial marketing launch, two very interested parties that came forward looking to make offers.

A deal was agreed at the full asking price and Chelsea Melnyk handled the sale through to completion in an impressive six weeks.



100%

Asking Price Achieved



Less than
3 months

Launch to Completion



5star

Review From Buyer

Callum made our experience smooth and he is extremely reliable, I would highly recommend Callum from Black's Brokers! Thank you.

Ryan Taylor - Stoke-on-Trent

I am so delighted to have used Blacks Business Brokers. My MOT business was marketed confidentially and within 30 days Blacks were ready to introduce me to the buyer. The service and support I received from Joanne and the team to get the sale through to completion was outstanding.

Graham Dackombe - Sunray Motors





MEMBERS OF THE PROPERTY OMBUDSMAN SCHEME



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