

## **Datta Khalsa, CABB**

### **Brief Overview of Services and Qualifications for Business Opportunity Sales**

Networked within the Business Broker Community, with access to the forms and full resources that CABB membership provides, as an active member of the California Association of Business Brokers since 1999.

Bound to a higher standard of practice than business brokers who are not expected to uphold the Realtor® code of ethics, as an active member Broker of the California Association of Realtors® since 1993.

Experienced in the listing, leasing and sale of commercial properties, as an active Commercial Real Estate Broker, bringing years of successful commercial leasing and sale negotiations to assist both the Sellers and Buyers of Business Opportunities in negotiations with the landlords, or the sale of real estate involved in the transaction.

Services include an on-staff escrow manager to oversee the details of each transaction, as well as an on-staff marketing coordinator to implement the design and production of all marketing materials. Utilization of qualified Business Escrow service providers to ensure proper handling and closing of the transaction.

Marketing campaigns are custom-designed for each listing, levels of confidentiality and marketing specific to the needs of the client. Marketing Elements include:

- Non-Disclosure Agreement/NDA and Buyer Profile screening materials
- Business Fact Sheet and Summary outlining the Business elements for preliminary inquiring parties
- Detailed marketing package providing more complete data on the business for qualified serious prospective purchasers
- Discreet Listing and NDA on BizBen.com and/or BizBuySell.com
- Discreet Listing and NDA on CriagsList.com
- Discreet Periodic ads in Sentinel and Good Times.

Commission Structure: 12% of Selling Price, split with Selling Agent, or reduced to 10% of Selling Price if represent both Buyer and Seller of the Business Opportunity. All marketing costs covered by Broker.

Respectfully Submitted,

**Datta Khalsa, CABB**  
**Broker/Owner**

Main Street Realtors  
(831)818-0181 Cel.  
(831)401-2557 eFax

[datta@mainstreetrealtors.com](mailto:datta@mainstreetrealtors.com)