

# **InBLISS<sup>®</sup>**

## **Sample Reports and Screen Shots**



## **InBLISS<sup>®</sup> Listing Input and Maintenance Options**

Presented on the following pages are screen shots showing various input options provided by the InBLISS application. To keep our reports profile as slim as possible, these screen shots represent only a sample of the information available in the InBLISS system. For example, not shown are input screens for maintaining agent and office information, selling a listing, adding marketing commentaries, or uploading photos and spreadsheets to attach to listings.

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**Businesses For Sale US**  
WHERE BUYERS & SELLERS MEET

BFSUS Home | Login | News | Reports | Maintenance | Services | Sysop Page | Log Off

**BusinessesForSaleUS.com**  
**Listings Maintenance**

Select Listings to Maintain where the

Listing Number starts with

Listing Date Sold Date Expiration Date Last Revised

Start: End:

**Search** **Add a New Listing**

**Include:**  Active  Contract Pending  In Progress (or On Hold)  
 Deleted  Sold  Expired  Withdrawn

**Businesses For Sale US**  
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**BusinessesForSaleUS.com**  
**Listings Maintenance**

**Print** **Return**

Click on the Listing for Details and Options. Click on a Heading to Sort

LISTING#	AGENT	INDUSTRY	STATUS	EXPIRES	PRICE
Current Sort is: Listing Number (ascending order)					
1001	Department, Broker	Bars / Pubs & Other Drinkin	Active	Unavail	325,000
1002	Department, Broker	Restaurants (Fast Food) / C	Contract Pending	Unavail	200,000
1003	Department, Broker	Transportation / Limousine	Active	Unavail	850,000
1004	Department, Broker	Restaurants (Full Service) /	Active	Unavail	375,000
1005	Department, Broker	Restaurants (Fast Food) / C	Active	3/1/2004	200,000
1006	Department, Broker	Restaurants (Fast Food) / C	Active	Unavail	125,000
<b>View</b>	Bagel King of Long Island Inc Bagel Shop & Delicatessen Nassau County, Long Island New York				Price: 125,000 Expiration: Unavail
<b>Change</b>	Location, location, location! In the retail business, location is everything and this store happens to be perfectly situated. For those operators looking for a turnkey business with an				
<b>Delete</b>					
1007	Department, Broker	Retail Trade / Automotive P:	Active	Unavail	225,000
1008	Department, Broker	Restaurants (Full Service) /	Active	Unavail	1,700,000
1009	Department, Broker	Retail Trade / Sporting Goods	Active	Unavail	50,000
1010	Department, Broker	Restaurants (Full Service) /	Active	Unavail	850,000
1011	Department, Broker	Arts, Entertainment, Sports,	Active	Unavail	850,000
1011	Jonas, Anita	Automotive Repair and Misc	Active	5/1/2005	120,000
1012	Department, Broker	Personal Services / Hair, Ni	Active	Unavail	160,000
1013	Department, Broker	Restaurants (Fast Food) / B	Active	Unavail	
1014	Department, Broker	Restaurants (Fast Food) / P	Active	Unavail	90,000
1015	Department, Broker	Distribution & Wholesale Tr	Active	Unavail	350,000

Listing maintenance is as easy as selecting the listing as the results of a search ❶ or from the entire list of the member's listings. Simply select the listing to see additional details confirming the correct listing was selected, then click the "change" button ❷ to open the maintenance screens.



### Standard Co-Broke Input Screens

Our standard input screens guide the broker along in the entry of a listing by breaking it into manageable sections. The "Public" section, shown on the left, includes almost all of the required data and most of the other fields which are typically public in nature (i.e. not considered as confidential and/or typically available to the public website visitor).

The second screen (not shown) includes the fields to record the location of the business and contact information for the seller of the business.

Here the "financial" screen provides access to asset information, financing details, and up to six sets of financial statements. InBLISS is actually capable of allowing an unlimited number of financial statements per listing but we have found six to be an ideal number to make available. Most of our users enter from 2 to 5 sets of financial statements. Note that you can enter the information in any order and easily rearrange it later.

Up to three financial statements are entered on a single screen. Unlike most web-based systems, InBLISS allows you to enter dollar signs and/or commas as a part of the input. Light shaded boxes are automatically calculated as you enter the information. There is no "recalc" button needed to verify your results. Also, financials are entered down the columns, just as you would in a spreadsheet. Features such as right alignment, calculations, and commas reduce errors and speed input.

	1999 P/L Statement	1998 Owner's Estimate	1997 Annualized
Gross Sales	120,000	85,000	150,000
Cost of Goods Sold	15,000	18,000	0
Gross Profit	105,000	67,000	150,000
Payroll	0	0	0
Other Expenses	18,000	0	0
Net Profit (before taxes)	87,000	67,000	150,000
Depreciation / Amortization	0	0	0
Interest	0	0	0
Owner Salary	0	0	0
Fringe Benefits	0	0	0
Other Adjustments Desc 1			
Other Adj. Amount 1	0	0	0
Other Adjustments Desc 2			
Other Adj. Amount 2	0	0	0
Other Adjustments Desc 3			
Other Adj. Amount 3	0	0	0
Adjusted Cash Flow (Total Owner Benefit)	87,000	67,000	150,000

# InBLISS Lite Input Screens

## Non Co-Brokered "Lite" version

For those who don't plan to co-broke, the "InBLISS Lite" version also provides the entire input on a single screen as shown here. However, with a focus typically on listing and not brokering a business, the number of fields has been greatly reduced to provide a quicker input screen. Even in the Lite version, though, your members still enjoy the availability of tracking nearly 50 different standard items.

**Business Listing Details**

**Required Fields Are Shown in Red**

Contact: Department, Broker  
 Listing Number: 1008 Expiration Date: (use mm/dd/yyyy format)  
 Listing Status: Active Business Legal Form: Undisclosed  
 Listing Headline: Sports Collectibles & Memorabilia - SOLD (50 character limit)  
 Industry: Retail Trade  
 Industry Category: Sporting Goods Stores  
 General Location: Suffolk County, Long Island New York (75 character limit)  
 County: SUFFOLK  
 Business Description: (2400 character limit)  
 Here is a very unique turnkey business opportunity for someone who loves sports collectibles, memorabilia, and novelties. This sports retail store is over 900 sq feet and has stocked inventory worth over \$20,000 (wholesale). The store is located in a PRIME shopping center with big name anchors. The owners purchased the business about two years ago and have been unable to keep the business operating full time due to

**ENTER ONLY WHOLE DOLLAR AMOUNTS**

Asking Price: \$ 125,000 Asset Values (Check if Included in the Asking Price)  
 Down Payment: \$ 75,000 Inventory: \$ 0  
 Gross Revenue: \$ 240,000 Equipment: \$ 0  
 Adj. Cash Flow: \$ 50,000 Real Estate: \$ 0 No  
 Payroll: \$ 0 Other: \$ 0  
 Monthly Rent: \$ 2,000 Total Assets: \$ 0

Seller Financing: Negotiable  
 Year Established: Year Acquired by Seller: 2003 Building: 1000 Sq. Feet  
 # of Employees: FT PT Mgrs  
 Reason for Selling: Partners have unrelated businesses that take priority.  
 Mgmt/Training Support:  
 Is business relocatable? Yes No Not Disclosed  
 Is business a franchise? Yes No Not Disclosed  
 Is home-based business? Yes No Not Disclosed

Comments (for security purposes, this opens in a new window)  
 The following information about the Business for sale is for your own (non-public) use  
 Name of Business: Bagel King of Long Island Inc  
 Business Address 1:  
 Address 2:  
 City/Location:  
 State/Province: Choose State ZIP Code

**Businesses For Sale US**  
 WHERE BUYERS & SELLERS MEET

BFSUS Home Login News Reports Maintenance Services Log Off

**Business Listing Details**

**Required Fields Are Shown in Red**

Contact: Tate, Allen  
 Listing Number: 13890673 Expiration Date: 12/31/2004 (use mm/dd/yyyy format)  
 Listing Status: Active Business Legal Form: Undisclosed  
 Listing Headline: GAS STATION-STORE (50 character limit)  
 Industry: Retail Trade  
 Industry Category: Gasoline Stations with Convenience Stores  
 General Location: CORAL GABLES (75 character limit)  
 Intra-state Region: South Florida  
 County: Miami-Dade  
 Business Description: (2400 character limit)  
 GAS STATION

**ENTER ONLY WHOLE DOLLAR AMOUNTS**

Asking Price: \$ 275,000 Asset Values (Check if Included in the Asking Price)  
 Down Payment: \$ 0 Inventory: \$ 0  
 Gross Revenue: \$ 0 Equipment: \$ 0  
 Adj. Cash Flow: \$ 109,000 Real Estate: \$ 0 No  
 Payroll: \$ 0 Other: \$ 0  
 Monthly Rent: \$ 0 Total Assets: \$ 0

Attachments (for security purposes, this opens in a new window)  
 The following custom fields are available for your use  
 Brand: SHELL  
 Gallons: 98,000.00  
 C-Store Sales: 28,000.00

**Customized Input Screens**

InBLISS does not force you to use fields you don't need or want. Aside from just a dozen required fields, you can choose to use or ignore the remaining input fields. If you choose, you can even have a custom input screen like the one shown to the left that completely removes any unneeded fields. Another InBLISS feature shown here are custom fields. Not only can you remove fields you don't need, but InBLISS allows you to add fields you do want and which are not already a part of the standard system (gallons of gas sold, for example).

- 1 2 Notice how these sections don't appear in the custom input screen on the left. Input screens can be customized to meet your exact needs by removing sections or even rearranging the order of the sections.
- 3 The screen on the left also demonstrates added custom fields. Here are shown Brand, Gallons, and C-Store Sales to show how a broker specializing in convenience stores might wish to add detailed fields not otherwise available. With custom fields, you control the special data you track!

## **InBLISS Public Search Options**

There are many ways to present a search to a website visitor. You can take a “wizard” approach where a series of questions leads the visitor to the final answer. You can present all possible search options up front and let the visitor enter as much or as little as desired.

In some cases a combination may be preferred — with a simple search up front and an advanced search as an option.

Or perhaps your association prefers to take a more visual approach — using a map to narrow by location or a series of branching sub-menus to narrow the focus to a particular industry.

Whatever your preference may be, InBLISS can be tailored to meet your needs. On the next page are presented several examples of customized search pages. These pages can also be visited on the web at:

[www.businessesforsaleus.com](http://www.businessesforsaleus.com)  
[www.vbbb.org](http://www.vbbb.org)

Additional examples can also be seen at:

[www.bizbrokersfl.com](http://www.bizbrokersfl.com)  
[www.fbba.com](http://www.fbba.com)  
[www.vrhi.com](http://www.vrhi.com)  
[www.gasandcstores.com](http://www.gasandcstores.com)  
[transworld.bizlink.info/business-search.asp](http://transworld.bizlink.info/business-search.asp)

# Businesses For Sale US

WHERE BUYERS & SELLERS MEET

Home | Businesses For Sale | Sell Your Business | Business Brokers | Member Professionals | Info & Tools | Contact Us

## Search the Top Industries

- Retail Trade
- Real Estate
- Food & Drink Related
- Travel, Sports & Entertainment
- Distribution & Wholesale
- Manufacturing
- Construction
- Transportation & Auto Related
- Administrative & Cleaning Services
- Personal Services
- Other Services
- Other Businesses
- Search All Listings

## Businesses For Sale US

Check out thousands of businesses for sale all across the US from California to Florida, New York to Texas. Businesses for Sale US membership is only open to qualified professional business brokers to ensure you, the buyer or seller, find the best value.

Industry:

Location:

Key Words or Phrase:

Match any keyword  Match all keywords  
(use quotes to search for an exact phrase)

[Click Here for Advanced Search](#)

### Buyers

Whether you're interested in buying a restaurant or a retail store, hair salon or fitness center...

### Sellers

Align with a professional business broker and become listed in one of the largest business...

Just about every business for sale website has a "want to buy" or "sell" button. For more information...

**Client Login**

## VALLEY BOARD OF BUSINESS BROKERS

Arizona

Home | About Us | Contact Us

### Search Businesses

Search by Keywords:

Match any keyword  Match all keywords  
(use quotes to search for an exact phrase)

[Search by Industry](#) [View All Listings](#)

[Search by Location](#) [Advanced Search](#)

Only search listings new in last  14 days  30 days

Only search listings new or changed in last  14 days  30 days

Businesses

Brokers

Affiliates

Buyer Information

Seller Information

News & Updates

Members Login

## VALLEY BOARD OF BUSINESS BROKERS

Arizona

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### Search Businesses for Sale in The Valley

Click on one or more locations to the left, then click on the SEARCH button or choose a location on the map

City # of Businesses

- Entire Valley 266
- Ahwatukee 2
- Apache Junction
- Avondale
- Carefree
- Cave Creek
- Chandler 20
- Fountain Hills 1
- Gilbert 7
- Glendale 5
- Mesa 27
- Paradise Valley 1
- Peoria 1
- Phoenix 87
- Scottsdale 39
- Sun City 3
- Surprise 1
- Tempe 11
- Unspecified Locations Within The Valley 20
- North Valley 6
- South Valley
- East Valley 13
- West Valley 5
- Valleywide 9

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Searches with InBLISS can be customized to your needs. Shown at the top is a simple search with just industry, location and keywords as available choices. In the middle is a search that provides only a keyword option up front, but four other advanced search options are also presented. In addition, this site's twist is that a visitor can limit results just to new or recently changed listings.

Unique to InBLISS, at left is shown a search by location that not only allows the visitor to select a city from a map of the area, but multiple locations can be selected from the list. Note the number of available businesses in red next to each city in the list.

## InBLISS Public Search Results Pages

Once a search is conducted, how will the results be presented? With InBLISS, the answer is simple — however you want them to be presented. Following are screen shots showing how well InBLISS can be integrated into your website.

Our standard display uses advanced techniques that can quickly present all search results on a single page, yet keep headings visible at all times, and begin to show results to the visitors almost instantly. InBLISS returns results so quickly, paging is not necessary with the standard display as it is with other systems. Even with a modem, results are returned quickly and efficiently. Scroll up and down through listings with ease as you keep headings in sight at all times.

Notice on the following pages how listings are integrated into the website. The address in the address bar is your own website's URL, not a third party site, building your brand loyalty. All results can be maintained within a single browser window, or open multiple windows.

InBLISS search results can be displayed in almost an unimaginable number of combinations, different languages, and different layouts. ***And regardless of the option you choose, website visitors will see your address in their address bar.***

## InBLISS Integrates Into Your Site — COMPLETELY!

As you can see by each of these examples, the results of a search on your website can be customized to match your own site's desired look and feel. Not just similar, but exactly matching the rest of your site. More examples can be found on the next page.

- 1 Results default on this site to sort by listing price in descending order. Any column can be the default sort column and any column heading can be clicked to sort again.
- 2 Notice how the background shimmer shows through
- 3 This website's olive and green shades are used throughout, giving it a totally integrated look. Also notice the disclaimer added to the top.

**Professional Business Brokers, Inc.**  
At PBBI We Mean Business

18 matching listings. Click on a listing to see details.  
Click on a column heading to sort by that column (click again to sort in reverse order)

Listing#	Industry	Location	Listing Price	Down Payment	Gross Sales	Owner Base/FI	Total Assets
4450625	Food Dealer	Central Florida	2,750,000	2,750,000	4,355,253	404,761	2,140,000
4450630	Electrical Contractor	Brevard County	2,400,000	2,400,000	2,637,500	415,766	1,036,070
4450636	Surfactive/vear Shop on the beach	South Brevard	2,000,000	2,000,000	2,286,529	177,927	540,008
4450619	Electrical Contractor	Brevard County	1,400,000	1,400,000	1,897,680	848,932	83,000
4450645	Landscape and Lawn Maintenance	Central Florida	1,145,000	1,145,000	1,370,204	395,462	559,000
4450607	Cannery Products	Brevard	825,000	825,000	696,135	146,003	362,500
4450603	Car Wash	Major thoroughfare, close to residential/com	750,000	750,000	380,090	105,220	470,700
4450630	Motorcycle Parts, Accessory and	Central Florida	695,000	695,000	744,123	130,511	408,093
4450611	Sanitary Tank Service	Brevard County	530,000	530,000	722,680	116,155	232,500
4450636	Contractor A/C & Heating		340,000	340,000	550,400	130,048	360,000

Contact us today to discuss how we can help you with your business needs.

2

4

### 4 Notice the scroll bars

Unlike other systems that require a visitor to go from page to page to page to see all the listings, InBLISS is uniquely designed to place all listings on a single page. Because of our advanced technology, listings begin to display almost immediately whether you have 100 or 100,000 listings.

**COLLINS & COLLINS INVESTMENTS**

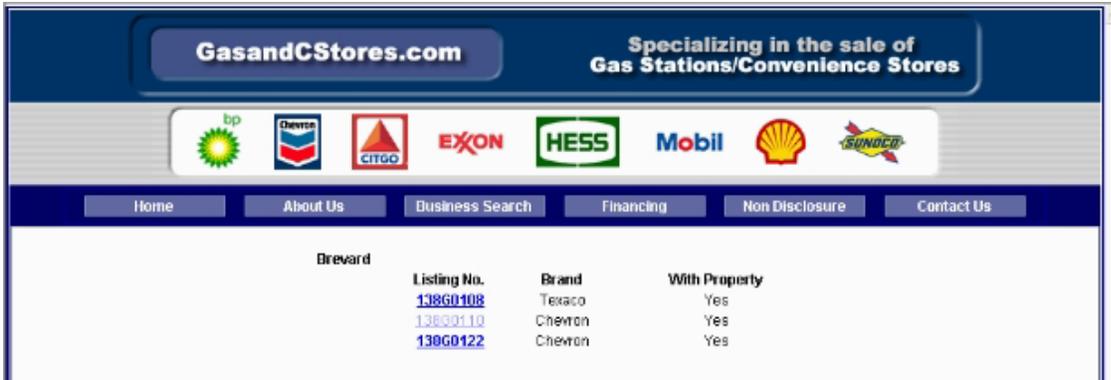
Please note: This list contains business that are offered on a co-operating basis by members of the FBBA. All information listed is approximated and should be verified by the listing office. All listings herein are exclusive to the listing office - as of the date of submission - and have been accepted in cooperation between member brokers as executed and on file with FBBA. Buyers, Sellers, and Brokers should be aware that all information is not available to all types of agencies.

29 matching listings. Click on a listing to see details.  
Click on a column heading to sort by that column (click again to sort in reverse order)

Listing#	Industry	Location	Listing Price	Down Payment	Gross Sales	Owner Benefits	Total Assets
4330101	National Staffing Franchise Opportunity	Anywhere, Florida or USA	230,000	230,000			230,000
4339999	National Computer Franchise	Anywhere, Florida or USA	125,000	125,000	ASSET SALE		
4630204	1 UNIT 802 RESIDENTIAL	North Palm Beach County	295,000	295,000	325,492	146,642	95,000
232254	PIZZERIA	Dayton Miami	35,000	35,000	144,000	38,736	40,000
25282000	Printing, Graphic Design and Web Design	North Lauderdale	1,900,000	1,900,000	2,366,517	713,329	
4497450	Dollar Store Wholesale Company	Orlando	185,000	185,000	680,000	138,524	10,000
4656937	Equipment S & S Trailers & Parts	Central and South Central Florida	1,433,682	200,000	6,720,000	690,000	1,198,726
4653247	Cleaning Janitorial Service	Anywhere in USA	19,500	19,500	90,000	57,100	20,500
4653252	Cleaning Janitorial Service	Anywhere in USA	19,500	19,500	90,000	57,100	20,500
4653255	Cleaning Janitorial Service	Anywhere in USA	19,500	19,500	90,000	57,100	20,200
4653264	Cleaning Janitorial Service	Anywhere in USA	39,000	39,000	180,000	114,200	40,000
4653269	Cleaning Janitorial Service	Anywhere in USA	39,000	39,000	180,000	114,200	40,000
4653272	Cleaning Janitorial Service	Anywhere in USA	39,000	39,000	180,000	114,200	40,000
4653281	Janitorial Cleaning Service	See Territories	39,000	39,000	157,600	117,400	1,000
4653286	Cleaning Janitorial Service	See Territories	39,000	39,000	157,600	117,400	1,000
4653289	Cleaning Janitorial Service	See Territories	39,000	39,000	157,600	117,400	1,000
4653322	Leather, Vinyl, Cloth Repair and Refinishing Area		47,400	30,000	ASSET SALE		0.500

3

4



### Customization goes beyond colors

Here are two more sites that chose to customize search results beyond the standard options. In the first sample above, a broker specializing in gasoline and convenience stores chose to only display the brand of gas sold along with whether the property is included in the sale. The brand of gas is a custom field showing the flexibility InBLISS custom fields can provide.

The second example is an Hawaiian broker. Here the results are shown with most of the listings' details. Each listing result is more than a single line in a table. Rather than the minimal approach of the first example, this site chose to enhance beyond the standard view. From [www.vrhi.com](http://www.vrhi.com).

Because this site uses multiple-line results, clicking on a column to sort the results would not make sense.

Here the broker chose to include a separate sort choice along with search options for Island, Industry and Price.

InBLISS is flexible enough not only to allow multi-line display options, it also easily adapts to such specific criteria as "Island" or "Gasoline Brand"



Results of search on “Miami-Dade County” gas stations (only partial page shown)  
 From www.gasandcstores.com

Listing No.	Brand	With Property
<a href="#">138G0002</a>	WESTAR	No
<a href="#">138G0007</a>	SHELL	No
<a href="#">138G0008</a>	BROTHERS	No
<a href="#">138G0010</a>	CHEVRON	No
<a href="#">138G0028</a>	WESTAR	Yes
<a href="#">138G0038</a>	Unbranded	Yes
<a href="#">138G0039</a>	MARATHON	Yes
<a href="#">138G0043</a>	CHEVRON	Yes
<a href="#">138G0044</a>	CHEVRON	Yes
<a href="#">138G0046</a>	CHEVRON	Yes
<a href="#">138G0051</a>	CITGO	Yes

After choosing a listing from the results, I used the “Next Record” (see ❶ below) option to scroll through a few listings until reaching the one shown below. Note the custom fields for Gas Brand, Gallons Sold and C-Store Sales. Not only do these custom fields allow a place to enter information, but InBLISS knows which fields are numbers and which are text. Dollar values can be shown with dollar signs and commas — even with the custom fields.

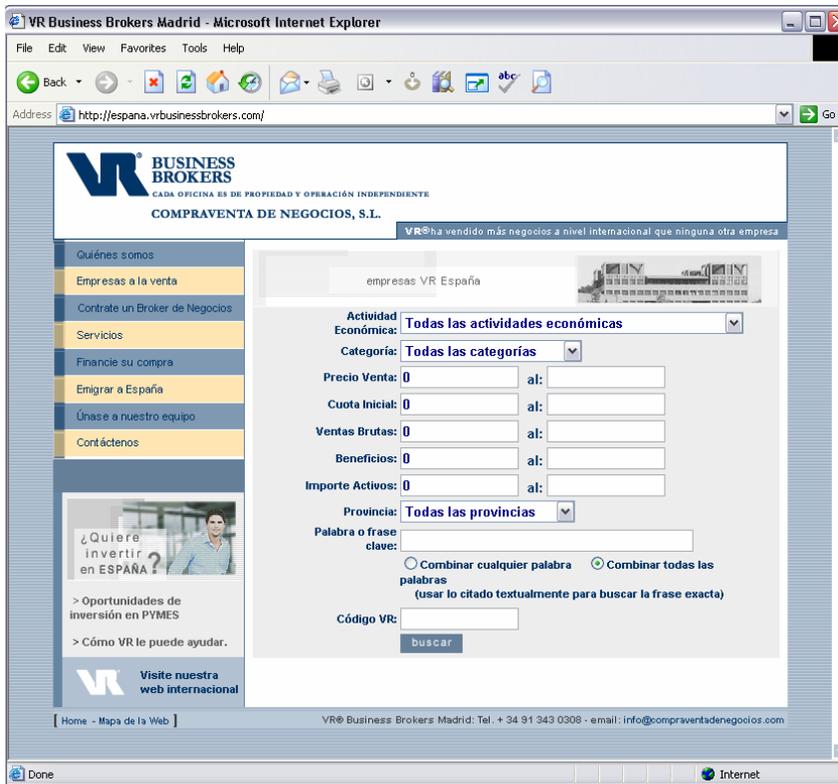
**GAS STATION/C-STORE**      [Previous Record](#)   [Next Record](#) ❶

**Listing # 138G0045**

**General Location** MIAMI  
**County** Miami-Dade

**Gas Brand:** CHEVRON  
 ❷ **Gallons Sold:** 175,000  
**C-Store Sales:** \$82,500.00  
**Owner's Benefit** \$131,708  
**Asking Price:** \$1,975,000

**Additional Information:**  
 1 year old Chevron. Near Golden Glades interchange. 8 MPD's, food mart, diesel, pizza, can buy business only for \$225,000.



We've seen customization in colors and sorting options. We've also seen customization used to show multiple line listings or specialized custom fields as a part of the search results. InBLISS provides even more possibilities! Here we show a site that is completely in Spanish and which displays amounts in euros instead of dollars. (Note, this site enters the listing in Spanish, they are not translated)

**BUSINESS BROKERS**  
CADA OFICINA ES DE PROPIEDAD Y OPERACIÓN INDEPENDIENTE  
**COMPRAVENTA DE NEGOCIOS, S.L.**

VR® ha vendido más negocios a nivel internacional que ninguna otra empresa

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Empresas a la venta

Contrate un Broker de Negocios

Servicios

Financie su compra

Emigrar a España

Únase a nuestro equipo

Contáctenos

¿Quiere invertir en ESPAÑA?

• Oportunidades de inversión en PYMES

• Cómo VR le puede ayudar.

Visite nuestra web internacional

<b>CÓDIGO#:</b> 81220231	OTROS SERVICIOS: OTROS SERVICIOS Centro de la Tercera Edad en Alicante			
<b>UBICACIÓN:</b>	Spain Alicante			
<b>PRECIO DE VENTA</b> € 2,600,000	<b>PAGO INICIAL</b> € 2,600,000	<b>FACTURACIÓN ANUAL</b> € 449,113	<b>BENEFICIOS DEL PROPIETARIO</b> € 188,952	<b>ACTIVOS TOTALES</b> € 2,600,000
<p style="font-size: x-small;">Centro de la Tercera Edad construido en 1999 con una superficie de 1.381 M2, diseñado para residencia de personas mayores y que consta de semisótano, planta baja, tres alturas y terraza. Ubicado en la Provincia de Alicante en una población a 8 kilómetros de la costa. Dispone de 20 habitaciones con capacidad para 40 plazas para atender a mayores válidos, semiasistidos, asistidos y suprasistidos. La tercera planta está dividida en 2 amplias viviendas que se pueden convertir en 8 habitaciones adicionales para 16 plazas adicionales. La Residencia está en perfecto estado y operando al 87,5% de ocupación. Es conocida como una residencia de muy buen prestigio y con una clientela de muy alto poder adquisitivo. La empresa se maneja como una empresa familiar. Tiene 14 empleados en plantilla entre fijos y temporales, con un ratio de 0,45 como proporción de número de trabajadores y número de plazas ocupadas. Los gastos de mantenimiento son mínimos dado las condiciones de nuevo del inmueble. La fac</p>				
<b>INFORMATION</b>				
<b>Contacto:</b>	Jose Maria Varas Garcia	VR BUSINESS BROKERS - MADRID, SPAIN		
<b>Teléfono:</b>	+34 91 343 0308	Paseo de la Castellana, 166,		
<b>Email:</b>	jmvaras@vrbusinessbrokers.com	2ª Escalera, 5ª Izquierda Madrid, ESMAD 28046 <a href="http://www.compraventadenegocios.com">www.compraventadenegocios.com</a>		

[< volver](#)

Solicite más información de esta empresa

**Businesses For Sale US**  
WHERE BUYERS & SELLERS MEET

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**Businesses for Sale**  
565 matching listings Click on a listing to see details  
Click on a column heading to sort by that column (click again to sort in reverse order) [Return](#)

Industry	Location	Listing Price	Down Payment	Gross Sales	Adjusted Cash Flow	Total Assets
Details - Unique Aquarium Store	Tampa Bay Area	115,000	115,000	242,234	58,482	55,000
Details - Dog Training/ Daycare	Pinellas Park	176,000	178,000	133,815	87,944	14,500
Details - Dog Grooming	Naples	52,000	52,000	45,000	40,000	
Details - Pet Grooming Business	Naples, Florida	98,000	69,000	90,500	62,320	9,750
Details - Pet Grooming	Bonita Springs	65,000	30,000	155,117	44,598	17,000
Details - PET STORE	STUART	75,000	75,000			75,000

**Businesses For Sale US**  
WHERE BUYERS & SELLERS MEET

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**Businesses for Sale**  
565 matching listings Click on a listing to see details  
Click on a column heading to sort by that column (click again to sort in reverse order) [Return](#)

Industry	Location	Listing Price	Down Payment	Gross Sales	Adjusted Cash Flow	Total Assets
Details - Unique Aquarium Store	Tampa Bay Area	115,000	115,000	242,234	58,482	55,000
Details - Dog Training/ Daycare	Pinellas Park	176,000	178,000	133,815	87,944	14,500
Details - Dog Grooming	Naples	52,000	52,000	45,000	40,000	
Details - Pet Grooming Business	Naples, Florida	98,000	69,000	90,500	62,320	9,750

**ANIMALS/PETS (AQUARIUM STORE):** This is a very attractive aquarium / tropical fish store located in a strip center at the intersection of two of the highest traffic roads in the bay area. In addition to selling aquariums and tropical fish they maintain large aquariums located in hotels, restaurants, doctors offices etc under monthly contracts. The actual 2003 numbers are from July through December.

**ANIMALS/PETS (KENNELS):** Tired of working your tail off for someone else. Be your own boss and wag the tails of many. This is a must see facility. Huge with room to grow. Well established doggie day care, training and behavioral school. Large clientele base and growing, well known in the industry. Be your own boss, guaranteed to have lots of fun working in this environment while making money. Seller may consider holding note.

**ANIMALS/PETS (PET GROOMING):** Pet Grooming Business that has been owned and operated by the same owner for 21 Years. Centrally located in Naples with a steady customer base. Owner will stay on to help with the transition.

**ANIMALS/PETS (PET GROOMING):** Well established and very profitable site grooming boutique with extensive backlog of appointments. This business is well positioned for expansion as the current owner has elected not to add independent contractors. The backlog exceeds 2 mos. during the peak season and the owner constantly turns down business. Prior grooming experience is not required as the owner will provide comprehensive training in the techniques and business aspects of the business. The successful buyer solely needs general business skills and the desire to

Disclaimer • Privacy Policy • Advertise with Us • Site Map • Brokers Register Here

Search All Businesses For Sale | Retail Trade | Real Estate | Food & Drink Related | Travel / Sports / Entertainment | Distribution / Wholesale | Manufacturing | Construction | Transportation & Auto Related | Administrative & Cleaning Services | Personal Services | Franchise Offers | Other Services | Other

Yet one more great feature of InBLISS, with the simple click of the “Include Descriptions” button **1**, listings results show a shortened version of the listing’s executive summary. With a click of the “Hide Descriptions” button **2**, the view will return immediately back to the previous view — including any previously selected sort options.

## Public Search Details

After a website visitor has entered the search criteria, and reviewed the list of businesses matching those criteria, it's time to select a listing to see the details. With the standard InBLISS display, as a user hovers the mouse anywhere over a listing row, the row will turn a shaded color to indicate it has been selected. The user can simply click anywhere on the row to see that listing's details. (If the user does not have JavaScript enabled, this feature will not work, but the user can still click on the listing description to see the details).

The listing details page can be customized as much and possibly even more than the search results pages seen previously. Unique to InBLISS is the ability to print a listing without needing a separate "print view" page. How often do you see a website that presents information then requires that you click a special button to see a "printable page"? With the InBLISS system this isn't necessary. We have designed it so that when you print your listing details page it will be properly formatted. Buttons that appear on screen are removed from view. Background shading is also removed to save on ink for the user. Even more amazing, other parts of the report can be re-arranged to better suit a printed view. Add disclaimers that aren't shown on the screen, remove borders if they're not necessary. Add or remove advertisements. The design is left to the association's needs.

**Listing#: 12531**  
**RESTAURANT**

**Fast Food Franchise**  
Tempe

**Purchase Information**  
Total Price: \$400,000  
Down Payment: \$400,000  
Balance: \$0  
Terms: Cash

**Income**  
Gross Sales: 1/1/03-12/31/03 \$589,062  
Annual Seller's Discretionary Earnings \$128,043

**General Information**  
Year Established: 1997  
Seller Owned Since: 2000  
Employees: 6 FT, 2 PT  
Days Open: 7  
Hours Open: 10.30a-9.30p  
Reason for Sale: Family

**Included in Purchase Price:**  
(seller's estimated values)  
Fixtures and Equipment: \$45,000  
Inventory:  
Leasehold Improvements  
License:  
Real Estate:

**Lease Information**  
Square Feet: 2123  
Monthly Rent: \$4,592

**Business Description**  
BEST IN THE VALLEY! Attractive, long-estab. Teriyaki Grill franchise situated in busy food court close to ASU campus. Seats 90, as well as takeout for constant stream of cust. Award winning healthy food concept is growing all over the U.S. This loc. has enjoyed the highest sales in the Valley for yrs! Well appointed kitchen w/walk-in cooler, lg. grill w/hood & ansul & much more. Seller has developed xnt catering bus. Well-maint. Signed catering van is incl. Gen Mgr & Catering Mgr handle well-trained staff. Inv. of approx. \$4,500 is addl. to price. Xnt opp. for savvy Buyer to acquire a smooth-running, highly profit. absentee op., & earn their invest. back in only 3 yrs. CALL NOW for more details.

**Contact Information**  
Nancy King  
Arizona Business Sales  
Telephone: 480-661-1400  
[tk@azlink.com](mailto:tk@azlink.com)

This information contained herein is provided by Seller and has not been audited, verified, or investigated by Broker or Agent. List fully investigate and verify all represent consult their attorney and/or accountant

Screen view shown on the left. Note the “return” button at the top and the red line separating it from the listing details. ❶ Also note that the background of the listing is shaded (but not the background of the entire page) ❷ and the contact information at the bottom of the page is shown immediately following the business description. ❸

**Printed Report** shown on the right. Note the “return” button and the red line have been removed. Also note that the background of the listing is no longer shaded and the contact information at the bottom of the page is now shown further down to provide a better visual appearance to the printed page.

Note too that this site chose to remove the underline from the e-mail link in the contact information.

**Remember, the user only needs to click on the print button in the browser to get this professionally formatted report. There is no “print page” that has to be viewed first!**

**Listing#: 12531**  
**RESTAURANT**

**Fast Food Franchise**  
Tempe

**PURCHASE INFORMATION**  
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**INCOME**  
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**INCLUDED IN PURCHASE PRICE:**  
(seller's estimated values)  
Fixtures and Equipment: \$45,000  
Inventory:  
Leasehold Improvements  
License:  
Real Estate:

**LEASE INFORMATION**  
Square Feet: 2123  
Monthly Rent: \$4,592

**BUSINESS DESCRIPTION**  
BEST IN THE VALLEY! Attractive, long-estab. Teriyaki Grill franchise situated in busy food court close to ASU campus. Seats 90, as well as takeout for constant stream of cust. Award winning healthy food concept is growing all over the U.S. This loc. has enjoyed the highest sales in the Valley for yrs! Well appointed kitchen w/walk-in cooler, lg. grill w/hood & ansul & much more. Seller has developed xnt catering bus. Well-maint. Signed catering van is incl. Gen Mgr & Catering Mgr handle well-trained staff. Inv. of approx. \$4,500 is addl. to price. Xnt opp. for savvy Buyer to acquire a smooth-running, highly profit. absentee op., & earn their invest. back in only 3 yrs. CALL NOW for more details.

**CONTACT INFORMATION**  
Nancy King  
Arizona Business Sales  
Telephone: 480-661-1400  
[tk@azlink.com](mailto:tk@azlink.com)

This information contained herein is provided by Seller and has not been audited, verified, or investigated by Broker or Agent. Listing Broker is not responsible for the accuracy of the information contained herein. Buyer is advised to fully investigate and verify all represent consult their attorney and/or accountant

Buy A Business Buy A Franchise Sell A Business Listings By Email

**BizMarket**  
florida.com

The Business Sale Specialist!

**Transworld Business Brokers**  
www.transworldbrokers.com

Build your future...Today!

Sunday, June 06, 2004

Home Page

You may respond directly to the seller of this business at the bottom of this page

[Return](#)

**Immigracion**  
a los E.E.U.U.  
Para Inversionistas

[Click Here To Receive Business Listings By Email](#)

**Hot 25 Listing By Email**

**Good Cashflow Auto Detailing Service**

**General Location:** Gainesville  
**Asking Price:** \$70,000  
**Annual Gross Sales:** \$89,361  
**Owner Benefit:** \$  
(Net Profit + Owner Salary)

**Business Description**  
 A good profitable business specializing in hand wash and the detailing of luxurious cars. Just three contracted clients (one wash per week) covers all of the overhead. Oil changes while detailing are also currently offered. Operating after hours pulls in lots of trade from the downtown crowd of lawyers, professionals, and a few football players. Many clients like to have their vehicles detailed at night while drinking at Hooters or at fine places in the downtown area. Pick up and delivery is offered to select clients. While a one-man show, it will still make lots of money with a full time help. Mucho Cash!

**Number of Employees:** 1  
**Established in:** Information Not Provided  
**Owner Financing Provided:** Information Not Provided  
**Training Provided by Owner:** As Needed  
**Is Business Re-locatable:** Yes  
**Reason For Selling:** Personal

**Contact Information:** The following company and/or agent is a licensed real estate broker and/or a business broker.  
**Name:** Jim Baker  
**Phone:** 321-783-6264  
**Agency:** Matchmaker Business Inc.

[<<Back To Listing Page](#)   [Respond To This Ad](#)   [Refine Your Search>>](#)

[Print this Page](#)

Above can be seen the onscreen listing details page from BizMarketFlorida.com. Here we see additional links in a sidebar down the left as well as buttons at the bottom to respond to the ad or return to the search page.

At the right is the same listing shown as it will look when printed. BizMarketFlorida chose to keep the color scheme as shown on screen, but notice how the side bar and the links are not shown.

The red text at the bottom is a disclaimer BizMarketFlorida chose to add to printed reports. This disclaimer isn't shown on screen.

Print... Page 1 of 1 75% Help Close

**BizMarket**  
florida.com

The Business Sale Specialist!

You may respond directly to the seller of this business at the bottom of this page

**Good Cashflow Auto Detailing Service**

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**Name:** Jim Baker  
**Phone:** 321-783-6264  
**Agency:** Matchmaker Business Inc.

BizMarketFlorida.com is not responsible for the accuracy of business information provided by a seller!

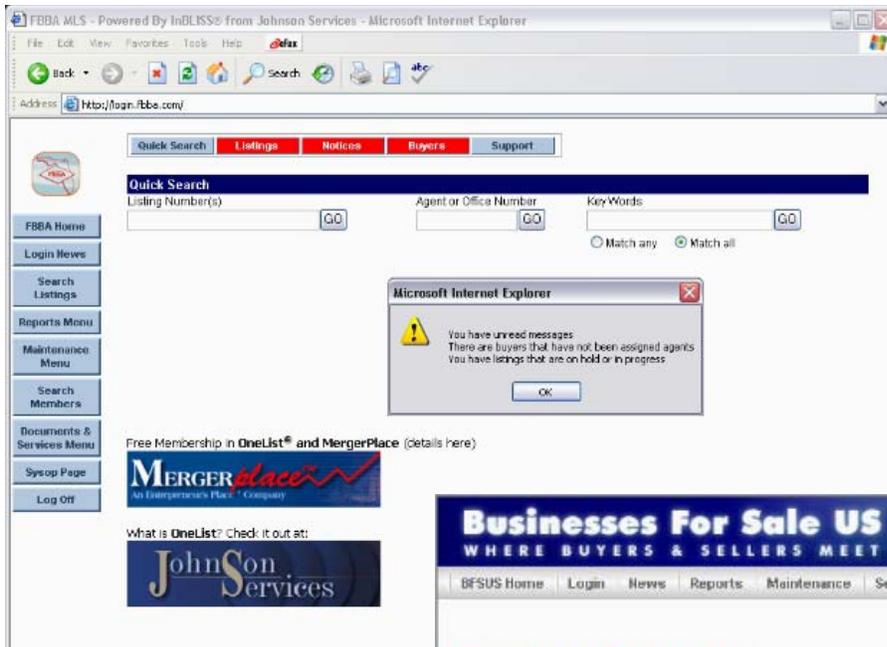
## Member Area

So far we have shown only those reports and displays that are available to the general public. Association members can log in to the InBLISS system, again at an address from your own association's website, and immediately have access to hundreds of additional reports.

Each association can add specific optional forms and reports to the standard reports provided. Similar to the public views, the member service area takes on the persona of the organization. Buttons are colored to match, logos are added that match, and certain fields are modified so that terminology also matches the association's standards.

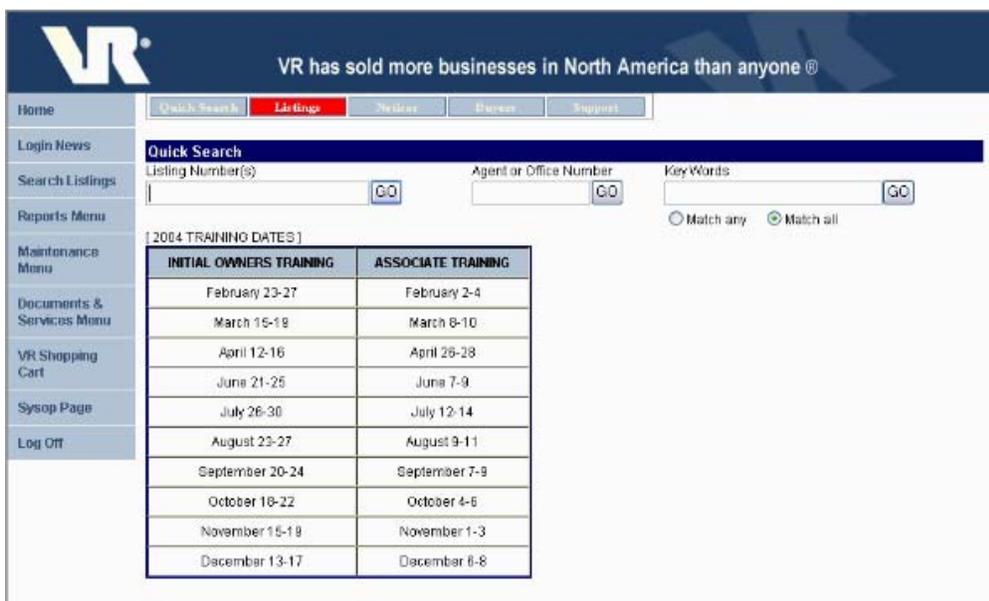
Members will feel comfortable seeing the familiar association colors and address in their browser.

At login, InBLISS provides a quick search feature, notification of new association notices and memos, as well as notices regarding the InBLISS system. A set of quick access buttons across the top of the first page provides members with an easy way to review expiring listings, work in progress, notifications, and find support options when needed.



Note how each association's member service area is slightly different. For the FBBA (above) and VR (below), the member service areas present the main menus on the left. At BusinessesForSaleUS, the menu is a thin bar across the top of the page. Either option is equally available with InBLISS.

Also shown above, InBLISS will alert members to any items requiring attention when they first log in.



Quick Search Listings Notices Buyers Support

**Listings:**

Below are your selected listings which are on hold, in progress, or will expire within the next two weeks. Click on a listing to update it now.

Listing #	Expires	Location	Heading
1340170	In Progress	North Central Palm Beach County	Fast Food Franchise - Palm Beach County, FL
1340560	In Progress	West Palm Beach	National Franchise Sign Company
1340562	In Progress	Miami	Loading Manufacturer of Static Control Products
1341700	On Hold	South Florida	Specialty Interior Design
1341701	On Hold	Boca Raton	High End Auto Repair Business - Bosch Svc Center
1341718	In Progress	Southeast Florida	Major Niche Market Gourmet Caterer
1341904	In Progress	Margate	Nail and Spa Salon
1341905	In Progress	Boca Raton	Attractive Salon Downtown Boca Raton

Quick Search Listings Notices Buyers Support

**Archived Notices: 72 Total 1 Unread**

6/2/2004	June 2, 2004 - Notice to members South Florida -FBBA - Bob Weinroth, President
5/4/2004	Notice of next Membership Meeting, Thursday, May 13
4/20/2004	Billing Email Address - Just Added
3/22/2004	Update on Upcoming Events through the End of May
2/25/2004	Reminder of next Membership meeting. ALL members are invited to attend our next meeting
2/25/2004	Reminder to all Offices: Some of you still have not cast your votes on the proposed By-laws
2/23/2004	Chapter Meeting, Wednesday, March 10 at 5:30 PM at Palm Aire
2/17/2004	FBBA still needs your vote on Bylaw Changes
2/12/2004	Welcome to the new FirstPage login screen!
1/18/2004	Closing Date Removed When Contract Pending Status Changed to Active
12/24/2003	Listing Maintenance Finalize Screen Updated
11/14/2003	Now Easily Scroll Through BLI Screens
11/7/2003	Public Can Now Include Executive Summary in Search Results
11/6/2003	Listing Attachments Now Available to Everyone
11/6/2003	Commas Now Shown in Financial Input Screens
10/18/2003	Sold Listings Comparables Reports Updated - Now Select Which Listings to Include
9/17/2003	New Categories: Trade Shows and Pet Kennels
9/3/2003	New One-page Agent BLI in Web Format
7/29/2003	Business Comparisons to help with Listing Valuation.
7/29/2003	New Sold Listing Reports
5/19/2003	Multi-Location Search Now Available to FBBA Members!
4/11/2003	New Listings Maintenance Screen Options Ease Use -- PART I
4/11/2003	New Listings Maintenance Screen Options Ease Use -- PART II
4/11/2003	FBBA Forms update - New for the desktop and web.
4/11/2003	BLISS@ - The MLS Desktop System released.
3/28/2003	Changes to the Counties in Arizona

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Quick Search Listings Notices Buyers Support

**Support Information**

**NOTE:** Please review the [available support documents](#) before requesting support services. There may be a change if you request support and the answer is readily available in the manual. Also, be sure you are using the latest version Microsoft Internet Explorer and have applied all Microsoft Windows updates to your computer.

If you have recently installed a "Pop-Up" blocker, "anti spyware" program, or script blocker, and have subsequently had problems using Bazei, try disabling those third-party programs before calling us for support. If the application once again functions properly, then you will need to contact support for the third-party software that caused the problem. This site uses only "temporary session cookies."

If you experience any problems within the member services area, or need technical support *not covered in the manual*, contact Doug Ferreault at Johnson Services:  
 E-mail: [dfup@johnsonservices.com](mailto:dfup@johnsonservices.com)  
 Phone: (813) 677-0912  
 Fax: (813) 677-1674

To send us suggestions for new features or changes you would like to see, please complete our [Feedback form](#).

For membership-related services, contact your association.

For any other questions related to this website, contact Don Johnson at:  
 E-mail: [don@johnsonservices.com](mailto:don@johnsonservices.com)  
 Phone: (727) 561-9333  
 Fax: (727) 561-9337

The FirstPage feature presents a quick access menu at the top of the browser immediately when a broker logs in. The broker can immediately enter a listing search or choose one of the other buttons presented. Buttons are highlighted when action is required (for example, if a listing is expiring, the "listings" button will turn red).

InBLISS support is provided typically by phone or e-mail. Support contact information is also presented to the members as a part of the quick access menu.



VR has sold more businesses in North America than anyone®

- Home
- Login News
- Search Listings
- Reports Menu
- Maintenance Menu
- Documents & Services Menu
- VR Shopping Cart
- Sysop Page
- Log Off

**Report Options:**

- |  |   |
|--|---|
| <a href="#">Advanced Search of Active Listings</a> | <a href="#">Agent / Broker Directory</a>          |
| <a href="#">Sold Listings Reports</a>              | <a href="#">Office Directory</a>                  |
| <a href="#">RAICS Industry Comparisons</a>         | <a href="#">Affiliate Directory</a>               |
| <a href="#">Industries List (VR Codes)</a>         |   |
| <a href="#">Commission Codes List</a>              | <a href="#">Tab-Delimited Office Address List</a> |
| <a href="#">Listings Statistics</a>                | <a href="#">Tab-Delimited Agent E-Mail List</a>   |

Reporting options can be customized to the association's needs. In addition to the reports highlighted elsewhere in this publication, below are typical membership directory and office directory screen views highlighting the amount of information available for each.

**Membership Directory**

**ABINAJEM, CHARBEL** [More Info](#)  
**VR Business Brokers of SW Florida**  
 5629 Strand Blvd., Suite 409  
 Naples, FL 34110  
 Office Phone: (239) 277-1652  
 Office Fax: (239) 277-1048  
 Cell Phone: (239) 340-3582  
 Other Number:  
 Domain: [www.vrfla.biz](http://www.vrfla.biz)

**ALBACETE, ALFONSO**  
**FLORIDA INTERNATIONAL REALTY CORP**  
 1625 N COMMERCE PARKWAY, 5315  
 WESTON, FL 33325  
 Office Phone: (954) 389-6151  
 Office Fax: (954) 389-6155  
 Cell Phone:  
 Other Number:

**ALBERT, MARK**  
**SUNSTATE REALTY**  
 101 LAQUINTA PLACE  
 ST AUGUSTINE, FL 32084  
 Office Phone: (904) 825-1911  
 Office Fax: (904) 825-2322  
 Cell Phone: (385) 916-6326  
 Other Number:

**ALBURTUS, KEN**  
**SUNBELT BUSINESS BROKERS - PINELLAS**  
 24671 US HWY 19 N #420  
 CLEARWATER, FL 33763  
 Office Phone: (727) 793-0090  
 Office Fax: (727) 793-9059  
 Cell Phone: (727) 492-6014  
 Other Number:

**Allen, Gary**  
**Coldwell Banker Commercial NRT**  
 3701 Tamiami Trail North  
 Naples, FL 34103  
 Office Phone: (239) 261-1112

**Office List**

**1st Choice Realty Services, Inc.** [More Info](#)  
 Robert McKenna  
 6014 US Hwy 19  
 Suite 200  
 New Port Richey, FL 34652  
 Tampa Bay Chapter  
 Office Number: 813  
 Phone: (727) 849-1119  
 Fax: (727) 844-7423  
 TollFree/Other: 1-866-248-7653  
 EMail: [tudman4607@aol.com](mailto:tudman4607@aol.com)

**A. Jones & Associates, Inc.** [More Info](#)  
 Anita Jones  
 2815 NW 13th Street  
 Suite 302  
 Gainesville, FL 32609  
 Website: [www.jonesaa.com](http://www.jonesaa.com)  
 North Florida Chapter  
 Office Number: 730  
 Phone: (352) 514-3414  
 Fax: (888) 415-1263  
 EMail: [anita@jonesaa.com](mailto:anita@jonesaa.com)

**ALL BUSINESS BROKERS, INC** [More Info](#)  
 Larry Perla  
 4260 Lake Underhill Road Suite C  
 Orlando, FL 32803  
 Website: [www.fiacproperties.com](http://www.fiacproperties.com)  
 Central Florida Chapter  
 Office Number: 495  
 Phone: (407) 895-6090  
 Fax: (407) 895-9953  
 TollFree/Other: (407) 719-9895  
 EMail: [lperla@belsouth.net](mailto:lperla@belsouth.net)

**Alliance International Brokers, LLC** [More Info](#)  
 Javier A. Rodriguez  
 535 Biltmore Way  
 Coral Gables, FL 33134  
 South Florida Chapter  
 Office Number: 251  
 Phone: (305) 460-0045  
 Fax: (305) 675-0607  
 EMail: [javier@depert.com](mailto:javier@depert.com)

**AMERICAN BUSINESS BROKERS** [More Info](#)  
 STEVE W. RIETBERGEN  
 8191 College Pkwy, STE 301  
 FORT MYERS, FL 33919  
 Website: [www.abrbrokers.com](http://www.abrbrokers.com)  
 Southwest Florida Chapter  
 Office Number: 924  
 Phone: (239) 425-0677  
 Fax: (239) 425-0678  
 EMail: [abc@sbbrokers.com](mailto:abc@sbbrokers.com)

**AMERIVEST BUSINESS BROKERS, INC.** [More Info](#)  
 Frank Rubin  
 5455 N. Federal Hwy  
 Suite 1  
 Boca Raton, FL 33487  
 Website: [www.amerivestbusiness.com](http://www.amerivestbusiness.com)  
 South Florida Chapter  
 Office Number: 134  
 Phone: (561) 988-9335  
 Fax: (561) 988-1612  
 TollFree/Other: (800) 276-5770  
 EMail: [info@amerivestbusiness.com](mailto:info@amerivestbusiness.com)

**AWARD BUSINESS BROKERS FL, INC.** [More Info](#)  
 ROGER B. WOZNIAK  
 1201 U.S. HWY ONE, SUITE 220  
 NORTH PALM BEACH, FL 33408  
 South Florida Chapter  
 Office Number: 186  
 Phone: (561) 628-1200

**VR BUSINESS BROKERS - NAPLES, FL**

**Resumes of Key Personnel**

- Charb...
- Angel...
- Ted A...
- Rita B...
- Rhonda D. Burns
- Cynthia O Copley
- Tom Costello
- Mabel O Martinez
- Susan K Moyer
- Josie Nicosta
- Michael A Omerzu
- Fred E Saegers
- Berlo Silva
- Maria C Vazquez
- JACK ZOLLINGER
- Jack Zollinger

**VR Business Brokers**

VR BUSINESS BROKERS - NAPLES, FL  
5629 Strand Blvd, Suite 409  
Naples, FL 34110-7382

Phone: (239) 596-8200  
Fax: (239) 596-8202

- [Click Here for Our Web Home Page](#)
- [Click Here for Our Office Listings](#)
- E-mail

**ABOUT VR BUSINESS BROKERS - NAPLES, FL**

VR Business Brokers of SW Florida is committed to helping businesses change hands smoothly. We serve buyers and sellers of small to mid-sized privately owned businesses (\$50,000 to \$10 million). At any given time about 25% of all the businesses for sale in Southwest Florida are listed exclusively with us. Most of these businesses are located between Marco Island and Tampa. Our office is internationally staffed, multilingual and experienced on many aspects of immigration visas. Some of our business brokers have lived, worked and traveled around the world and speak English, Spanish, Italian, French, Portuguese, Arabic or German. We have sold over 100 businesses where the buyer secured a U.S. visa (E-2B, L-1 or H1-B) as part of the transaction. Our professionally trained business intermediaries will guide you through the often complex process of succession planning, valuing, selling or buying a business or franchise. We are your resource of excellence for the orderly transfer of your business. Our alliances with SBA and asset lenders, venture capital angels and outside merger & acquisition (M&A) professionals, transaction, immigration and ESOP attorneys, transaction CPAs and financial advisors at Deutsche Bank Alex Brown and Merrill Lynch allow us to provide hassle free "turnkey" business brokerage service to our clients. Our service is comparable to what publicly traded companies receive from their Wall Street investment bankers. No other business brokerage in our market can make this claim.

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Provide the public and members with as much or as little detail as desired on each member's office and on individual agents and brokers. Here we see a sample office page from VR Business Brokers. Included is the list of the staff (1) (which each link to the person's bio) as well as links to the company website, e-mail and listings (2). Room is provided for an extensive background description on the office (3).

**VALLEY BOARD OF BUSINESS BROKERS**

**Broker Information**  
**Lina Austin CBI**

[Click Here for this broker's listings](#)

**BizPro Brokerage**  
PO Box 44137  
Phoenix, AZ 85064-4137  
Phone: (602) 265-0665  
Cell Phone: (602) 697-6333  
Fax: (602) 265-0664  
Email: [lina@BizProBrokerage.com](mailto:lina@BizProBrokerage.com)  
See our website at <http://www.bizprobrokerage.com>



Lina Austin has been a successful business broker for five years. She is an active member of the Valley Board of Business Brokers, serving as the Vice President during the 2000-01 term. In 2002 Lina completed over 135 hours of classroom time obtaining a new license and her Certified Business Intermediary certification. She is actively involved in the International Business Brokers Association.

*"My passion for business brokerage is renewed every time I make another successful match between buyers and sellers, helping them to achieve their dreams," said Lina. "If you are even thinking about selling your business, I'd like to talk to you about your plans in the early stages, to help prepare you for the optimum financial benefits."*

With over 25 years of residency in Phoenix, Lina brings an extensive network of contacts for business acquisitions. She has a database of qualified buyers for most businesses. She is especially adept at matching buyers and sellers and understanding the requirements of both parties.

Lina has business experience in publishing, OEM aluminum sales, wholesale distribution, retail and the culinary world. She has over 12 years experience in industrial metals and manufacturing. Lina has owned her own distribution company. She was on the Board of the Girl Scout Council, has served as a registered lobbyist for energy issues and was President of the Heard Museum Guild.

Give the public added confidence by providing a professional bio page including complete contact information, links to the member's listings and even photos. This page from the Valley Board of Business Brokers is easily reached from the broker link on their website at [www.vbbb.org](http://www.vbbb.org).

Listing statistics are an important part of any MLS system.

For association or organization administrators, statistics are available on listings per office or per member. For the office administrator, statistics can be reviewed for the office as a whole, or on any particular agent.

Any logged in user can see his or her own detailed statistics as well as a summary of active listings by industry. Each report allows a drill-down to the underlying data.

Need to compare this year's sales to last year's? Need to refresh your memory as to what the 6 sales are that you made last quarter? This information is all a click away.

### Summary Listing Statistics

For Agent 99802: Demo 6789012 Agent 789012345

As of: 11/7/2005 12:22:07 PM

[Print](#) [Return](#)

<a href="#">View</a>	#	Value
Currently Active Listings	6	410,345
Listings Currently Under Contract	0	0
<b>Total Active Listings</b>	<b>6</b>	<b>410,345</b>

Businesses Sold or Listed by Demo 6789012 Agent 789012345								
	Not Co-Brokered		Co-Brokered Sales				Total Sold Listings	
	#	Value	Sold by Others #	Value	Listed by Others #	Value	#	Value
YTD 2005	0	0	0	0	0	0	0	0
YTD 2004	0	0	0	0	0	0	0	0
Total 2004	0	0	0	0	0	0	0	0

Pictured here is a sample of listing statistics by industry. Get these statistics either for the organization as a whole, or one's own office. Drill down with one simple click to see the active listings for any industry.

Like all reports in InBLISS, this report prints without the need of a separate printable page.

### Summary Listing Statistics

As of: 11/7/2005 12:27:56 PM

[Office Only](#) [Print](#) [Return](#)

# Listings	Industry ID	Industry
8	01	ACCOUNTING
5	02	ADVERTISING
5	03	AGRICULTURAL
4	04	NEWSPAPER/MAGAZINES
6	05	RECREATION
21	06	ANIMALS/PETS
4	07	INTERNET RELATED
2	08	ANTIQUES
2	09	APPLIANCES
3	10	ART
97	11	AUTOMOTIVE
2	12	AVIATION
81	13	BEAUTY/PERSONAL CARE
1	14	START UP BUSINESSES
26	15	MARINE RELATED
25	16	CARDS/GIFTS/BOOKS
1	17	FIREARMS
3	18	BUILDING MATERIALS
4	19	PHOTOGRAPHY

# Listing Statistics Report

Office Demo998: Better Business Broker - DEMO OFFICE

Beginning  ending     
 (use mm/dd/yyyy format for dates)

Note: Contact [info@johnsonservices.com](mailto:info@johnsonservices.com) for statistics prior to 09/01/2003  
 (Complete statistics are only available beginning 09/23/2002)  
 Search Ending Date must be within 180 days of beginning date

SUMMARY		
Demo Business Brokers Association		
	Views:	E-Mails
Public	2	n/a
MLS Users	173	5
<b>Total</b>	<b>175</b>	<b>5</b>

SUMMARY		
Better Business Broker - DEMO OFFICE		
	Views:	E-Mails
Public	1	n/a
MLS Users	32	5
<b>Total</b>	<b>33</b>	<b>5</b>

VIEWS BY LISTING NUMBER							
Listing Number	Description	Total Views	Public Views		MLS Users		
			Main Site	Link Backs	Me	Others	E-Mails
<a href="#">1103837</a>	Advertising agency	5				1	4
<a href="#">1231265</a>	AUTO - GENERAL REPAIRS	2					2
<a href="#">1232003</a>	TRANSMISSION SHOP	1					1
<a href="#">1341005</a>	Window Tinting/Signs & graphics- S. Florida	1				1	
<a href="#">1389017</a>	C-Store Only	6				2	4
<a href="#">1469101</a>	Gourmet Food Market	3					3
<a href="#">1819069</a>	Marketing Communcal Firm	1					1

Do you know how many people have looked at your listings? Can you tell a seller how many times the listing has been seen? Listings statistics available in InBLISS provide the answers. Not only can you view how many times a listing has been seen by the public, but you can also see at a glance how many times other members have seen your listings and whether they have e-mailed a copy of the listing to anyone.

Get statistics by agent, industry, or time frame. See how many MLS users simply viewed your listings, and how many were interested enough to send an e-mail to the buyer.

## Listing Statistics Report

### Listing #: 1340169

Beginning  ending

SUMMARY	
	Views:
Public	315
MLS Users	74
<b>Total</b>	<b>390</b>

MLS Users Who Have Viewed This Listing		
Member Number	Name	Views
13401	Spallitta, A. Charles	37
13405	Gonzalez, Angel	2
13498	Murphy, Curran	4
138015	BREES, ALBERT	1
17209	GEBAUER, PETER	3
17703	PRESTON, JOHN	2
18663	WAGENBLAST, MICKI	2
19328	CONNORS, DOUG	5
19601	FINKEL, MIKE	5
21001	WEINROTH, ROBERT	3
25001	Pont, Howard	3
25202	Duenas, Michael	2
71707	POLLEY, LYNN	2
91102	Fields, Mark	1
87803	RAAB, MIKE	2

Do you have a listing that seems to be very popular with association members? Click on a linked listing to see details on which members have viewed your listings and how many times they have done so within the date range selected. Now you have the information at your fingertips to find out which members are interested so that you can follow up on that interest.

## **Sold Listings Reports**

InBLISS retains the entire listing information for every listing sold providing an invaluable resource to the association's members. With details available on all comparable listings, a member can make intelligent choices about which businesses to include or exclude from comparables reports. In addition to businesses that have already been sold, a broker can make comparisons to similar businesses currently listed by the association members. To provide even more depth to the data available, InBLISS includes government data covering thousands of active businesses based on NAICS classifications.

Together, NAICS general overview reports, sold listings comparables and active listings comparables provide a comprehensive basis to assist the seller and the broker in determining a likely selling price for a business.

Similar to the extensive search options available for active listings, the sold listings database can be searched by such typical criteria as location, industry, listing price, selling price, gross sales as well as more detailed criteria such as whether real estate was included in the sale or if the business was seasonal or home-based.

### Advanced Search by Area

Change to Local Area Search	Search All Areas
Continent	North America
Country	United States
Regional Area	South: Atlantic (DE-DC-FL-GA-MD-NC-SC-VA-WV)
State / Province	Florida
Intrastate Region	Tampa Bay
County	Pinellas
Industry:	All Industries
Category:	All Categories
Listing Price:	0 To: <input type="text"/>
Down Payment:	0 To: <input type="text"/>
Annual Sales:	0 To: <input type="text"/>
Owner Benefit:	0 To: <input type="text"/>
Total Assets:	0 To: <input type="text"/>
Key Words or Phrase:	<input type="text"/>
Listing Number:	<input type="text"/> Agent Number <input type="text"/>
Sold Between	<input type="text"/> and <input type="text"/> (mm/dd/yyyy)
Include	<input checked="" type="checkbox"/> Sold <input type="checkbox"/> Active <input type="checkbox"/> Contract Pending
	<input type="checkbox"/> All    SBA Pre-Qualified <input type="checkbox"/> All    3rd Party Financing <input type="checkbox"/> All    Franchises <input type="checkbox"/> All    Absentee Owner <input type="checkbox"/> All    Relocatable <input type="checkbox"/> All    Home Based <input type="checkbox"/> All    Seasonal <input type="checkbox"/> All    Real Estate Included <input type="checkbox"/> All    Real Estate Available
<input type="button" value="Search"/>	

The sold listings reports begin with a search to narrow results to the most likely matching businesses. The results can include businesses that are still on the market as well as those that have already been sold. ❶

After selecting the exact listings to be included in the sold listings reports, the choice is made of which reports to produce. Note that space is provided to enter a name and address ❷ (or even include a description for “What If” reports).

The sold business detail report is similar to the active listings reports and provides detailed data on each included business. This information can be used to produce an Excel spreadsheet, an e-mail to send the potential buyer or seller, or even to review or print the details on each included business.

### Sold Listings Reports

Demo Customer 123 Main Street Philadelphia PA 02031	Seller's Name and address (to be shown on industry profile report)
<input checked="" type="checkbox"/> Industry Profile	Provides a summary of selected financial ratios and other summary data pertaining to the sold listings that match the criteria provided. Graphics provide visual summaries.
<input checked="" type="checkbox"/> Sold Businesses Comparables Report	Provides summary and average values on individual matching sold businesses, including average Gross Sales, selling price, and Owner Benefit, along with ratios on these values.
<input checked="" type="checkbox"/> Active Listings Comparables Report	Same as previous report, but bases the information on listings which are still on the market instead of businesses which have already been sold.
<input type="checkbox"/> Sold Business Detail Data <b>Note: This report can only be printed separately from the other reports.</b>	Reports the details from which other reports are created. For each matching listing, shows such details as the original listing price and down payment, actual selling price and actual amount down, date listed, date sold, days on market, gross annual sales, selected asset information and Owner Benefit.
<input type="button" value="Preview"/> <input type="button" value="Return"/>	

**1** 13 matching listings  
Click on a listing to see details. Click on a column heading to sort table by that column (click again to reverse order)

Reports Return Refine

Only CHECKED items are included in reports Items in red indicate actual sale values and dates

Incl?	Industry	Location	Status Date Sold	Price Listed Price Sold	Down Ask Down Actual	Gross Sales	Owner Benefit	Total Assets
<input checked="" type="checkbox"/>	RESTAURANT	PAN	Active	135,000	100,000			209,792
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT	MAR	Sold 10/14/2002	89,000 80,000	49,000 50,000	350,000	81,155	70,000 70,000
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT	North Palm Beach County	Sold 3/14/2003	300,000 195,000	80,000 155,000	836,000	192,000	179,500 179,500
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT	Lake Worth, Florida	Active	1,500,000	1,100,000	1,200,000	427,000	1,250,000
<input checked="" type="checkbox"/>	Italian Restaurant	Broward County	Active	115,000	115,000	ASSET SALE		183,000
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT & PIZZERIA	WEST DELRAY BEACH	Active	450,000	225,000	831,418	206,887	357,000
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT & PIZZERIA	MARGATE	Active	175,000	85,000	34,584	7,891	187,000
<input checked="" type="checkbox"/>	Italian Rest. Located in busy shopping center		Active	89,500	49,500	ASSET SALE		70,000
<input checked="" type="checkbox"/>	Italian Restaurant	East Ft. Lauderdale	Active	150,000	100,000	340,000	83,000	325,000
<input checked="" type="checkbox"/>	Italian Restaurant	Western Palm Beach County	Sold 4/30/2004	225,000 175,000	225,000 175,000	738,000	130,275	305,000 107,000
<input checked="" type="checkbox"/>	Gorgeous upscale ristorante and lounge	FL. Lauderdale	Active	350,000	200,000	1,364,713		610,000
<input checked="" type="checkbox"/>	RESTAURANT	NE LAUD.	Active	199,500	99,500	500,000	93,870	80,000
<input checked="" type="checkbox"/>	Italian Restaurant	Boca Raton, Florida	Active	650,000	325,000	1,313,079	280,711	550,000
<input checked="" type="checkbox"/>	Italian Restaurant	EAST CENTRAL BROWARD COUNTY	Sold 10/19/1999	349,000 225,000	149,000 200,000	800,000	110,375	360,000 280,000
<input checked="" type="checkbox"/>	Italian Restaurant	EAST CENTRAL BROWARD COUNTY	Sold	349,000	149,000	800,000	110,375	360,000

**3** 9 matching listings  
Click on a listing to see details. Click on a column heading to sort table by that column (click again to reverse order)

Reports Return Refine

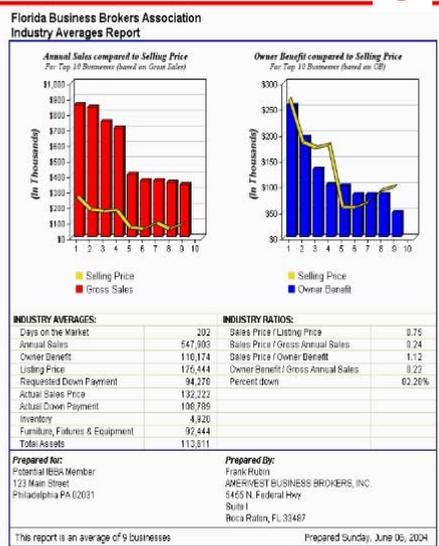
Only CHECKED items are included in reports Items in red indicate actual sale values and dates

Incl?	Industry	Location	Status Date Sold	Price Listed Price Sold	Down Ask Down Actual	Gross Sales	Owner Benefit	Total Assets
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT	N.W. BROWARD	Sold 10/14/2002	89,000 80,000	49,000 50,000	350,000	81,155	70,000 70,000
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT	North Palm Beach County	Sold 3/14/2003	300,000 195,000	80,000 155,000	836,000	192,000	179,500 179,500
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT	N.W. BROWARD	Sold 8/31/2000	80,000 70,000	49,500 40,000	400,000	80,890	100,000 100,000
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT	West Broward	Sold 8/2/2001	65,000 59,000	65,000 59,000	360,000	97,500	70,000 50,000
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT	OAKLAND PARK	Sold 7/9/2001	185,000 180,000	75,000 51,100	700,000	100,000	185,000 195,000
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT	SOUTH UNIVERSITY - PLANTATION	Sold 11/15/2001	190,000 100,000	100,000 100,000	358,025	47,238	179,085 179,000
<input checked="" type="checkbox"/>	Italian Restaurant	Palm Beach County	Sold 12/3/2003	350,000 289,000	100,000 269,000	852,100	253,554	104,500 82,000
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT	MIAMI	Sold 5/25/2004	95,000 82,000	95,000 80,000	336,000	80,856	65,000 50,000
<input checked="" type="checkbox"/>	Italian Restaurant	Western Palm Beach County	Sold 4/30/2004	225,000 175,000	225,000 175,000	738,000	130,275	305,000 107,000
<input checked="" type="checkbox"/>	RESTAURANT	NE LAUD.	Active	199,500	99,500	500,000	93,870	80,000
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT & PIZZERIA	WEST DELRAY BEACH	Active	450,000	225,000	831,418	206,887	357,000
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT & PIZZERIA	MARGATE	Active	175,000	85,000	34,584	7,891	187,000
<input checked="" type="checkbox"/>	Gorgeous upscale ristorante and lounge	FL. Lauderdale	Active	350,000	200,000	1,364,713		610,000
<input checked="" type="checkbox"/>	Italian Restaurant	Lake Worth, Florida	Active	300,000	300,000	1,000,000	210,000	235,000
<input checked="" type="checkbox"/>	Italian Restaurant	Boca Raton, Florida	Active	650,000	325,000	1,313,079	280,711	550,000
<input checked="" type="checkbox"/>	Italian Restaurant	East Ft. Lauderdale	Active	150,000	100,000	340,000	83,000	325,000

When results of a search are first returned, they include all matching listings (13 sold matches in this case **1**). The member can then review the results, click on a listing to see the details and then decide which listings to exclude from the final reports by unchecking the appropriate check box **2**. After sorting the listings, the final results are shown, in this case with 9 sold listings **3** and 7 active listings.

If the member reviews the reports and then decides the selected comparables are not exactly a desired sample, simply returning to the search page or to this results page allows the member to further refine the selection. Reports can be prepared sorted on any of the column headings shown (for example, date sold, original listing price, actual selling price, amount down, or the discretionary earnings).

1



2

### Florida Business Brokers Association Sold Businesses Comparables Report

Prepared Sunday, June 06, 2004

Industry & Business Type	Listing Number	Date Sold	List Price		Days on Market	List/Actual Price	Gross Annual Sales (GAS)	Owner Benefit	Inventory	Real Estate
			Actual Price	Actual Down						
RESTAURANTS ITALIAN RESTAURANT	1231269	10/14/2002	\$98,000	\$48,000	1.40	\$350,000	\$91,155	\$1,000		
RESTAURANTS ITALIAN RESTAURANT	1862067	3/14/2003	\$300,000	\$90,000	1.52	\$636,000	\$192,000	\$500	\$167,000	\$70,000
RESTAURANTS ITALIAN RESTAURANT	1231269	8/31/2000	\$90,000	\$49,500	1.14	\$400,000	\$80,960	\$2,000		
RESTAURANTS ITALIAN RESTAURANT	1862299	02/22/01	\$65,000	\$65,000	1.10	\$390,000	\$97,900	\$1,500		
RESTAURANTS ITALIAN RESTAURANT	1231081	7/9/2001	\$105,000	\$75,000	1.03	\$700,000	\$100,000	\$9,000		
RESTAURANTS ITALIAN RESTAURANT	1231102	11/05/2001	\$190,000	\$100,000	1.90	\$359,025	\$47,230	\$17,204		
RESTAURANTS ITALIAN RESTAURANT	1368075	12/3/2003	\$350,000	\$100,000	1.30	\$652,100	\$253,554	\$4,000		
RESTAURANTS ITALIAN RESTAURANT	232224	5/25/2004	\$95,000	\$95,000	1.03	\$336,000	\$80,958	\$5,000		
RESTAURANTS ITALIAN RESTAURANT	1862299	4/30/2004	\$225,000	\$225,000	1.29	\$730,000	\$136,275	\$5,000		

Prepared for: Potential IBBA Member  
123 Main Street  
Philadelphia PA 02031

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3

### Florida Business Brokers Association Active Businesses Comparables Report

Prepared Sunday, June 06, 2004

Industry & Business Type	Listing Number	List Price	Down	Gross Annual Sales (GAS)	Owner Benefit	Inventory	Real Estate
			% Down	Price/GAS	Price/Owner Benefit	FFE	Total Assets
RESTAURANTS ITALIAN RESTAURANT	2429800	\$300,000	\$300,000	\$1,000,000	\$210,000	\$15,000	\$225,000
RESTAURANTS ITALIAN RESTAURANT	2429800	\$650,000	\$325,000	\$1,313,079	\$260,711	\$25,000	\$550,000
RESTAURANTS ITALIAN RESTAURANT	1862284	\$150,000	\$100,000	\$340,000	\$53,000	\$2,200	\$125,000
RESTAURANTS ITALIAN RESTAURANT	1231343	\$199,500	\$99,500	\$500,000	\$93,670	\$10,000	\$90,000
RESTAURANTS ITALIAN RESTAURANT	144126	\$450,000	\$225,000	\$931,419	\$208,897	\$7,000	\$367,000
RESTAURANTS ITALIAN RESTAURANT	144127	\$175,000	\$95,000	\$34,594	\$7,091	\$7,000	\$197,000
RESTAURANTS ITALIAN RESTAURANT	1919089	\$350,000	\$300,000	\$1,364,713		\$10,000	\$91,000

Prepared for: Potential IBBA Member  
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End of report

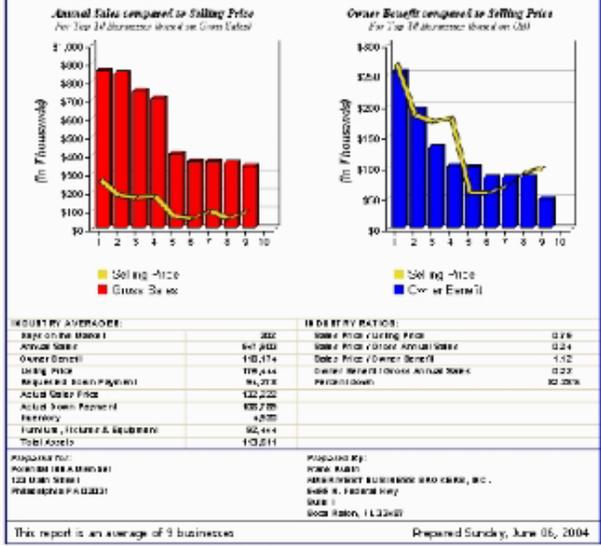
Once the member is satisfied that the correct comparable businesses have been selected, a click of the reports button brings up the screen shown on the left. All reports are shown at once in an easy to follow display. Each report is separated by a red line. Note the professional layout and the association-selected shading for the alternate rows on the reports shown on screen. Graphs are included in the Industry Averages Report<sup>1</sup> to provide visual feedback to the seller. The Sold Businesses Comparables Report<sup>2</sup> includes not only the standard data from the database, but also days on the market and ratios such as original listing price to actual selling price, selling price to gross sales and selling price to discretionary earnings.

Many times there are businesses currently on the market that are also excellent sources for comparables reports. If the member chose to include active listings, the Active Businesses Comparables Report<sup>3</sup> will include these businesses with ratios that make sense in the context (such as percent down payment requested and listing price to discretionary earnings)

Continuing the logical design of the InBLISS system, if the member wishes to print these reports, it's as simple as clicking on the Print button<sup>4</sup> provided (or choosing File>Print from the browser's menu).

Throughout the InBLISS system, one never needs to click on a special link to provide a print version of a report, yet reports will print professionally without looking like a web page.

**Florida Business Brokers Association  
Industry Averages Report**



Printed comparables reports properly separate by page and include footers on each page that identify the client or remarks (as entered by the member when preparing the reports). Footers also identify the member who prepared the report (which is taken directly from the member's record). As shown, the graphs print in full color but shading has been reduced to make data easier to read.

**Florida Business Brokers Association  
Sold Business Comparables Report**  
Prepared Sunday, June 06, 2004

Industry & Business Type	Listing Number	Date Sold	Listing Price	Down	Net/Actual Price	Gross Annual Sales (GAS)	Owner Benefit	Inventory	Real Estate
		Days on Market	Actual Price	Actual Down	% Down	Price/GAS	Price/Owner Benefit	FFE	Total Assets
RESTAURANTS ITALIAN RESTAURANT	1231200	10/14/2002	\$80,000	\$49,000	1.48	\$350,000	\$81,100	\$1,000	
RESTAURANTS ITALIAN RESTAURANT	1862287	2/14/2003	\$120,000	\$60,000	0.33%	0.17	0.74	\$60,000	\$70,200
RESTAURANTS ITALIAN RESTAURANT	1862287	2/14/2003	\$120,000	\$60,000	1.62	\$500,000	\$102,200	\$0.00	\$179,000
RESTAURANTS ITALIAN RESTAURANT	1230872	8/11/2002	\$80,000	\$40,000	1.14	\$400,000	\$80,000	\$2,000	\$100,000
RESTAURANTS ITALIAN RESTAURANT	1880127	8/6/2001	\$95,000	\$95,000	1.10	\$380,000	\$87,000	\$1,500	\$90,000
RESTAURANTS ITALIAN RESTAURANT	1231081	7/6/2001	\$185,000	\$75,000	1.03	\$700,000	\$100,000	\$0.00	\$105,000
RESTAURANTS ITALIAN RESTAURANT	1231102	11/15/2001	\$180,000	\$100,000	1.00	\$350,000	\$47,238	\$17,284	\$179,200
RESTAURANTS ITALIAN RESTAURANT	1230875	12/5/2003	\$150,000	\$100,000	1.30	\$65,100	\$25,554	\$4,000	\$62,000
RESTAURANTS ITALIAN RESTAURANT	222234	3/40	\$82,000	\$80,000	0.96%	0.27	1.14	\$80,000	\$50,000
RESTAURANTS ITALIAN RESTAURANT	1862200	4/10/2004	\$225,000	\$225,000	1.29	\$738,000	\$102,275	\$0.00	\$107,200

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**Florida Business Brokers Association  
Active Business Comparables Report**  
Prepared Sunday, June 06, 2004

Industry & Business Type	Listing Number	Listing Price	Down	Gross Annual Sales (GAS)	Owner Benefit	Inventory	Real Estate
		Actual Price	% Down	Price/GAS	Price/Owner Benefit	FFE	Total Assets
RESTAURANTS ITALIAN RESTAURANT	2420600	\$200,000	\$200,000	\$1,200,000	\$210,000	\$15,000	\$215,000
RESTAURANTS ITALIAN RESTAURANT	2420600	\$800,000	\$200,000	\$1,213,079	\$20,711	\$25,000	\$65,000
RESTAURANTS ITALIAN RESTAURANT	1802294	\$100,000	\$100,000	\$300,000	\$0,000	\$0,000	\$0,000
RESTAURANTS ITALIAN RESTAURANT	1231343	\$100,000	\$0,000	\$300,000	\$3,870	\$10,000	\$13,870
RESTAURANTS ITALIAN RESTAURANT	144128	\$400,000	\$225,000	\$621,418	\$20,887	\$7,000	\$28,887
RESTAURANTS ITALIAN RESTAURANT	144127	\$175,000	\$0,000	\$4,084	\$7,361	\$7,000	\$14,361
RESTAURANTS ITALIAN RESTAURANT	1810008	\$700,000	\$200,000	\$1,264,713	\$10,000	\$10,000	\$20,000

Prepared for: Potential IRE Member  
123 Main Street  
Philadelphia PA 02033

Prepared by: Frank Rubin  
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**Profit / Loss Comparisons to Industry Standards**  
**NAICS Major Industry 453: Miscellaneous Store Retailers**

Page 1 of 2

	This Business	NAICS 453 Common Size	Difference
<b>Income</b>			
Gross Sales	0	100,000	(100,000)
Less Cost of Goods Sold	0	64,130	(64,130)
<b>Gross Profit</b>	<b>0</b>	<b>35,870</b>	<b>(35,870)</b>
<b>Operating Expenses</b>			
Officer/Owner Salary & Fringe Benefits	0	2,660	(2,660)
Payroll Expense	0	11,590	(11,590)
Repairs	0	690	(690)
Bad Debts	0	200	(200)
Rent	0	4,090	(4,090)
Licenses & Taxes	0	1,850	(1,850)
Interest	0	1,280	(1,280)
Charitable Contributions	0	20	(20)
Depreciation/Amortization	0	1,550	(1,550)
Advertising	0	1,670	(1,670)
Other Deductions	0	8,670	(8,670)
<b>Taxable Income</b>	<b>0</b>	<b>1,510</b>	<b>(1,510)</b>
Less Income Taxes		390	(390)
<b>Net Income (Loss)</b>	<b>0</b>	<b>1,130</b>	<b>(1,130)</b>
<b>Add to Net Income:</b>			
Interest	0	1,280	(1,280)
Depreciation/Amortization	0	1,550	(1,550)
Income Taxes		390	(390)
<b>Earnings Before Int./Depr./Taxes/Amort (EBITDA)</b>	<b>0</b>	<b>4,340</b>	<b>(4,340)</b>
<b>Add to EBITDA:</b>			
Owner Compensation & Fringe Benefits	0	2,660	(2,660)
Other Adjustments			
<b>Net Owner Benefit</b>			

As part of producing a comprehensive analysis on a potential listing, or to better understand the business ratios for the seller's industry, the NAICS reports give a general background on what national businesses are reporting to the government. A member only needs to choose the NAICS category to produce the quickest report available, shown on the left. Without entering the data for the subject business, comparisons are not available, but useful information is still presented for the industry.

**What do the numbers mean?**

**Profit / Loss Comparisons:**  
 The comparative profit / loss statements help you to compare your as reported on a US federal level. The industry statistics were reported by 109,364 corporations.

1. **This business:** This column represents the information you

**Profit / Loss Comparisons to Industry Standards**  
**NAICS Major Industry 453: Miscellaneous Store Retailers**

Page 1 of 2

**Selected P/L Values**

Category	This Business	Industry Standards
Net Profit	~100,000	~10,000
Tax Inc	~160,000	~10,000
EBITDA	~180,000	~50,000
Owner Benefit	~270,000	~90,000

**Components of Owner Benefit for this business**

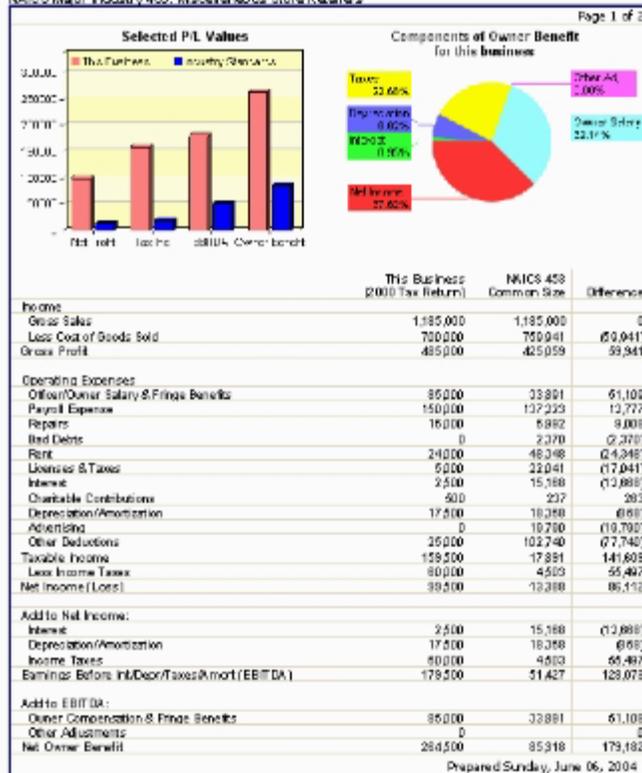
Component	Percentage
Net Income	37.62%
Owner Salary	32.14%
Taxes	22.68%
Depreciation	6.62%
Interest	0.85%
Other Adj.	0.00%

	This Business (2000 Tax Return)	NAICS 453 Common Size	Difference
<b>Income</b>			
Gross Sales	1,185,000	1,185,000	0
Less Cost of Goods Sold	700,000	759,941	(59,941)
<b>Gross Profit</b>	<b>485,000</b>	<b>425,059</b>	<b>59,941</b>
<b>Operating Expenses</b>			
Officer/Owner Salary & Fringe Benefits	85,000	33,891	51,109
Payroll Expense	150,000	137,223	12,777
Repairs	18,000	8,992	9,008
Bad Debts	0	2,370	(2,370)
Rent	24,000	48,348	(24,348)
Licenses & Taxes	5,000	22,041	(17,041)
Interest	2,500	15,168	(12,668)
Charitable Contributions	500	237	263
Depreciation/Amortization	17,500	18,368	(868)
Advertising	0	19,790	(19,790)
Other Deductions	25,000	102,740	(77,740)
<b>Taxable Income</b>	<b>159,500</b>	<b>17,891</b>	<b>141,609</b>
Less Income Taxes	60,000	4,503	55,497
<b>Net Income (Loss)</b>	<b>99,500</b>	<b>13,388</b>	<b>86,112</b>
<b>Add to Net Income:</b>			
Interest	2,500	15,188	(12,688)
Depreciation/Amortization	17,500	18,368	(868)
Income Taxes	60,000	4,503	55,497
<b>Earnings Before Int./Depr./Taxes/Amort (EBITDA)</b>	<b>179,500</b>	<b>51,427</b>	<b>128,073</b>

Taking the same report just produced but adding information from the tax return or financial statement of the subject business, a new comparison report is produced with graphs that help visually show the comparison between the subject business and the industry as a whole.

As with all reports in InBLISS, the layout onscreen is professionally designed and scrolls easily. Yet, with the simple click of the Print button, the report is printed on two pages properly formatted without the unnecessary buttons or lines required on the screen. (see next page for the printed versions)

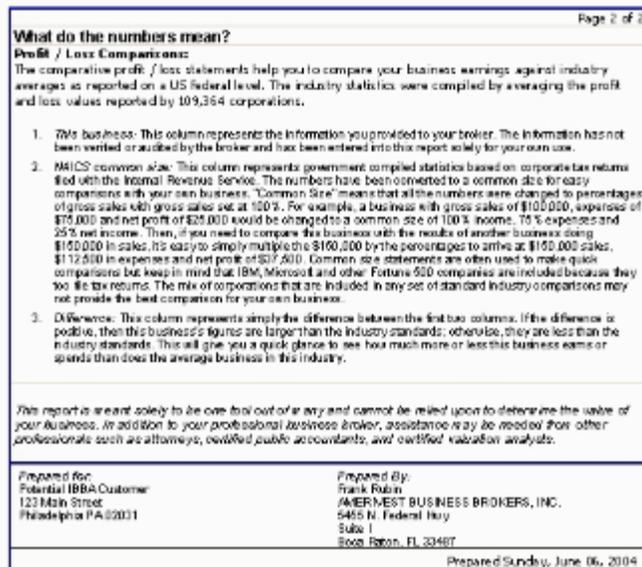
**Profit / Loss Comparisons to Industry Standards**  
 NAICS Major Industry 453: Miscellaneous Store Retailers



Form Copyright 2003 Johnson Services.com, Inc.

Here is the printed version of the NAICS comparison report. Note the headers and footers that print on each page, and the fact that any web buttons are not shown.

Page two of this report includes an explanation of what the numbers mean on this report and the methodology used to generate them.



Form Copyright 2003 Johnson Services.com, Inc.

**Sold Listings Reports: Select fields to include:**

Note: Listings converted from prior systems may not contain information for all fields available.

<input checked="" type="checkbox"/> Date Sold	<input type="checkbox"/> Selling Office
<input checked="" type="checkbox"/> Actual Sales Price	<input type="checkbox"/> Actual Assets Sold
<input checked="" type="checkbox"/> Actual Down Payment	
<input checked="" type="checkbox"/> Listing Number	<input type="checkbox"/> Listing Agent Number
<input type="checkbox"/> Industry Type Code	<input type="checkbox"/> Listing Agent Name
<input type="checkbox"/> Industry Description	<input checked="" type="checkbox"/> Original Listing Price
<input checked="" type="checkbox"/> Business Category	<input checked="" type="checkbox"/> Original Down Payment Listed
<input type="checkbox"/> Heading Summary	<input checked="" type="checkbox"/> Gross Sales
<input type="checkbox"/> Business Name	<input checked="" type="checkbox"/> Owner Benefit
<input checked="" type="checkbox"/> General Location	<input checked="" type="checkbox"/> Original Total Assets Listed
<input type="checkbox"/> County	
<input type="checkbox"/> City [ Business Location ]	
<input type="checkbox"/> Executive Summary* <input checked="" type="radio"/> 2-Row Format <input type="radio"/> Same Row Format	

(see note below regarding the format options)

---

**Select report format**

Choose this option to view on screen    **View**

Excel Auto Filter:     On     Off    **Save as Excel**    **Return**

Excel format requires Microsoft Excel 97 or later

Producing the standard detailed reports for either active or sold listings is as simple as clicking on the “View” or “Save as Excel” buttons shown above. The default columns that will be included are already checked off that produce a formatted report that fits nicely on a regular sheet of paper. For those wishing to review the most data possible, selecting every field and then saving the report to Excel provides a complete basis for nearly any analysis desired.

Reports available from this screen are extremely flexible. Including the executive summary from each listing provides enhanced detail not available from most systems.

Listing #	Date Sold	Sold Price	Listing Price	Sold Down Payment	Listed Down Payment	Gross Sales	Owner Benefit	Listed Assets
232224	5/25/2004	92,000	95,000	80,000	95,000	336,000	80,856	65,000
1980127	8/2/2001	59,000	65,000	58,000	65,000	360,000	97,600	70,000
1882298	4/30/2004	175,000	225,000	175,000	225,000	738,000	130,275	305,000
1862087	3/14/2003	185,000	300,000	156,000	90,000	836,000	182,000	178,500
1231091	7/9/2001	180,000	165,000	51,100	75,000	700,000	100,000	195,000
1231209	10/14/2002	60,000	69,000	50,000	49,000	350,000	81,155	70,000
1230872	8/31/2000	70,000	80,000	40,000	48,500	400,000	80,890	100,000

Listing #	Selling Office #	Heading Summary	General Location	County	Date Sold	Sold Price	Sold Down Payment
1231209	515	ITALIAN RESTAURANT	N.W. BROWARD	Broward	10/14/2002	60,000	50,000
SOLD THREE YEARS AGO WHEN OWNERS WANTED TO RETURN TO THEIR OLD COUNTRY. ORIGINAL OWNER RE PURCHASED REST. ALREADY GROSSING \$5,000 PER WEEK. HAS 100 SEATS IN TWO DINING ROOMS. LOCATED IN A BUSY SHOPPING CENTER CLOSE TO WELL KNOWN SWAP SHOP. OWNER WILL ALLOW PERSONAL OBSERVATION FOR 2 WEEK PERIOD PRIOR TO CLOSING.							
1882087	530	ITALIAN RESTAURANT	North Palm Beach County	Palm Beach	3/14/2003	185,000	155,000
Price reduced for quick sale. Owner very motivated. Italian restaurant offers traditional cuisine, pizza and subs with home-made, flavorful theme. Moderate to low prices. Seats 102 inside. Outdoor seating can be added. Beer and wine license. Separate takeout/delivery counter accounts for 40% of revenues. Located in upscale neighborhood shopping center in fast growing Jupiter community. Experienced staff, including 2 cooks, stay with new owner. Owner financing for well qualified buyer. Business name not included with sale.							
1230872	515	ITALIAN RESTAURANT	N. W. BROWARD	Broward	8/31/2000	70,000	40,000
This well known Italian restaurant is located in a very busy center. There is a major new store of approximately 150,000 square feet being build in the center which will dramatically increase traffic flow. The restaurant should open for the lunch crowd at the time of the opening of this new shopping center anchor.							

Listing #	Selling Office #	Heading Summary	General Location	County	Date Sold	Sold Price
1231209	515	ITALIAN RESTAURANT	N.W. BROWARD	Broward	10/14/2002	60,000
1862087	530	ITALIAN RESTAURANT	North Palm Beach County	Palm Beach	3/14/2003	185,000
1230872	515	ITALIAN RESTAURANT	N. W. BROWARD	Broward	8/31/2000	70,000
1980127	-1	ITALIAN RESTAURANT	West Broward	Broward	8/2/2001	59,000
1231091	515	ITALIAN RESTAURANT	OAKLAND PARK	Broward	7/9/2001	180,000
1231102	515	ITALIAN RESTAURANT	SOUTH UNIVERSITY - PLANTATION	Broward	11/15/2001	100,000
1388075	518	Italian Restaurant	Palm Beach County	Palm Beach	12/3/2003	269,000
232224	-1	ITALIAN RESTAURANT	MIAMI	Miami-Dade	5/25/2004	92,000
1882298	-1	Italian Restaurant	Western Palm Beach County	Palm Beach	4/30/2004	175,000
1231343	-1	RESTUARANT	NE LAUD.	Broward		
144126	-1	ITALIAN RESTAURANT & PIZZERIA	WEST DELRAY BEACH	Palm Beach		
144127	-1	ITALIAN RESTAURANT & PIZZERIA	MARGATE	Palm Beach		
1819098	-1	Gorgeous upscale ristorante and lounge	Ft. Lauderdale	Broward		
2426600	-1	Italian Restaurant	Lake Worth, Florida	Palm Beach		
2426800	-1	Italian Restaurant	Boca Raton, Florida	Palm Beach		
1882294	-1	Italian Restaraunt	East Ft. Lauderdale	Palm Beach		

With a few simple changes the most basic report can become a multi-line report displaying detailed business information, or the report can be sent to Excel for detailed analysis.

Notice in the Excel report that we properly place the data in columns as expected, but we also provide easy access to Excel's "Auto Filter" option. This less known but very useful option in Excel allows the member to quickly filter results by price ranges, industry, or any other column — even filtering on multiple columns if needed. This is a true Excel spreadsheet so all of Excel's features are available to the member for easy comprehensive reporting.



## **Buyer Management System**

The Buyer Management System provides details on potential buyers such as funds available for a down payment, interests in different industries or their background and experience. Match current listings in the database to a buyer's desired profile, or be informed when a new listing is placed that matches a buyer's needs.

The Buyer Management System overcomes several problems inherent with the typical e-mail process. Some people have trouble with e-mails containing more than one attachment. How do you send them information and non-disclosure forms for a dozen possibilities other than through dozens of e-mails? How do you be sure your information is recognized among the hundreds of spam e-mails in the potential buyer's mailbox?

The Buyer Management System solves these problems by providing access to all information directly from the member's website (or hosted web page). Buyers return to the member's site, adding value to the website as well as providing feedback not otherwise possible. You will know when and how many times a buyer has looked at a listing. You will know when they have printed a non-disclosure form. And you will be able to provide access or limit access at any time.

Quick Search Listings Notices Buyers Support

**Buyer Management**

You have 3 buyer messages with actions pending

Date	Action	Buyer	Subject
5/26/2004	Follow Up	Johnson, Jon	Testing back to buyer
5/26/2004	Follow Up	Johnson, Jon	Testing the system
5/28/2004	Follow Up	Johnson, Jon	Test the message on listing number

**There Are Buyers Not Yet Assigned to Agents!**  
 Click on the person's name to change or view their information  
 Click on the to delete that person's information, Click on a heading to sort by that heading

LAST UPDATE	AGENT	BUYER NAME	CITY
	2/19/2004 UNASSIGNED!	<a href="#">Ferber, Stephen</a>	Weston, FL
	5/11/2004 UNASSIGNED!	<a href="#">Kovi, Todd</a>	West Palm Beach, FL
	3/3/2004 UNASSIGNED!	<a href="#">Matejic, Thomas</a>	Vero Beach, FL
	12/22/2003 UNASSIGNED!	<a href="#">Posner, Bill</a>	Sunrise, FL
	12/17/2003 UNASSIGNED!	<a href="#">Trobin, Jerry</a>	Southwest Ranches, FL

Be notified immediately of buyer actions needed when logging in to the association's member area. See new notes from buyers and actions needed to be taken. In this case, an office administrator needs to assign office staff to newly registered buyers.

Customized Document Folder Update Return

**1 Documents**

	Date Completed	Total	Views		Description
			First	Last	
		39	2/6/2004	3/23/2004	<a href="#">Buyer Resume</a>
		7	2/12/2004	3/23/2004	<a href="#">SBA Form 413: Loan History</a>
		3	2/12/2004	3/9/2004	<a href="#">sba912-personal-history.pdf</a>
		5	2/12/2004	3/11/2004	<a href="#">Personal Financial Statement</a>
		4	2/12/2004	3/9/2004	<a href="#">Buyer Resume</a>
	12/3/2003	11	2/6/2004	3/23/2004	<a href="#">Questionnaire2.doc</a>
		9	2/12/2004	3/23/2004	<a href="#">SBA Form 413: Personal Financial Statement</a>

**2 Businesses for Sale**

	Listing#	Date Signed*	Views		Description
			Total	Last	
	<a href="#">1389017</a>	12/1/2003	0		C-Store Only
	<a href="#">1469101</a>		0		Gourmet Food Market
	<a href="#">1772297</a>		1	2/12/2004	2/12/2004 Supermarket/Food Business
	<a href="#">4559214</a>		0		Animal Hospital
	<a href="#">7121041</a>		0		FOOD RETAIL MEATS
	<a href="#">7121073</a>		14	2/12/2004	3/11/2004 GAS STATION/C-STORE
	<a href="#">7121076</a>		0		TIRE DEALER
	<a href="#">8783531</a>	12/1/2003	0		Specialized Courier Service
	<a href="#">8784104</a>		1	2/12/2004	2/12/2004 FED EX GROUND TERRITORY
	<a href="#">9121369</a>		1	2/26/2004	2/28/2004 Aquarium Store

\*NOTE: If a signed non-disclosure agreement (NDA) is on file, as noted above by the date completed, then your buyer will be able to see additional and confidential details for that business for sale (i.e. the Buyer BLI form will be displayed instead of the standard public details page). If the buyer has not returned a signed non-disclosure agreement, the buyer will not see any additional details beyond what are normally available without logging in to the website.

Provide custom or association documents to buyers **1**. Documents might welcome a buyer or perhaps be an SBA form. If the form requires action, the member can indicate when the action is completed.

The bottom section of the buyer's document folder shows the listings that either the buyer or the member has selected for the buyer **2**. See not only how many times the buyer has viewed a listing, but show the date the non-disclosure form was signed. Until a date is entered, the buyer will only see the public details on a listing. Once a non-disclosure is returned and indicated as completed, the buyer will be able to see the enhanced view determined by the association.

### Buyer Profile

**Required information is highlighted**  
Please complete as much information as possible.

**Buyer's Name and Address**

Name:     
Title First Name Initial Last (family) Name Suffix (Jr, Sr, etc)

Address Line 1:   
 Address 2:   
 City, State, ZIP Code:     
 Country:

**Contact Information**

Work Phone:  ext:   
 Home Phone:   
 Fax Number:   
 Cell Phone:   
 E-Mail:   
 Preferred contact method:

**Background Information (continued)**

Desired Price Range:  to   
 Required Income in 1st Year:   
 Cash available for:  
 Down Payment:   
 First Year's Working Capital:   
 Buyer's Total Net Worth:   
 How soon will the buyer be ready to buy?  weeks  
 Educational background:

**Background Information**  
 If another person (or other people) will be involved in this purchase decision, list the name(s) and relationship(s) to the buyer:

Related Hobbies/Skills:

**Will buyer run the business**  Yes  No  N/D  
**Buyer willing to relocate:**  Yes  No  N/D  
**Will buyer have to sell home**  Yes  No  N/D  
**Searching for a visa-qualifying business?**  Yes  No  N/D  
**Any other brokers contacted?**  Yes  No  N/D  
N/D=Not Disclosed\*

**Comments**

**Administrative Info**  
 Agent Assigned:

Extensive buyer details are available but not required. With the buyer management system, the only information required is the buyer's name. This allows the member to track buyers who might not have computer access. Though this buyer will not have access to the system, the member can still use the reports internally. However, if a buyer does have an e-mail address and enters a password, the buyer will have full access.

By limiting the amount of data required upfront, the buyer is not intimidated by the request. Once the buyer is comfortable with the broker, details can be filled in.

### Buyer Notes for: Douglas Perreault

Click on a note to read, reply, or change follow-up date

Status	From	Date	Follow Up	Listing #	Subject
Open	Agent	5/19/2004	5/5/2005		This is a test
Open	Agent	5/19/2004	5/5/2005		This is a test
Due	Agent	3/8/2004	3/8/2004		This is another test
Due	Agent	2/26/2004	2/28/2004		This is another test
Open	Agent	2/26/2004	2/25/2005		Another Test
Due	Agent	2/12/2004	4/5/2004		asdf
Open	Agent	3/9/2004	3/9/2005	1542828	Car Wash / Oil Change
Open	Agent	2/26/2004	2/28/2005	1842828	Car Wash
Open	Agent	2/12/2004	4/5/2005	1772297	test
Open	Agent	3/12/2004	3/12/2005	4559214	testing 1

Notes associated with a buyer can be general or specific to certain listings. A follow up date is available providing an interactive alternative to contact management software. Programs like Act!, though excellent, cannot provide access by both the member and the buyer in the same manner as the InBLISS Buyer Management System.

## OneList®

OneList is an InBLISS exclusive feature that allows members to tie together their listings from multiple associations to which they may belong. For example, an IBBA member might also be a member of the FBBA and a VR Business Brokers franchisee. Through the OneList system the member can enter a listing once and then tie it in to all three associations. If a listing is sold, it only needs to be marked sold once and all three association files are updated.

Improving productivity is the focus of OneList.

Listings   Transfers   Return

**Click on a Listing To Copy**

Listings marked  have already been transferred

**Florida Business Brokers Association**

	Listing No	Member #	Expiration	Status	Industry
<input checked="" type="checkbox"/>	1340101	13401	11/12/2004	Active	90.11 NEW FRANCHISES / NF EMPLOYMEN
<input checked="" type="checkbox"/>	1340168	13401	1/8/2005	Active	30.51 DISTRIBUTION / DIST-POOLSPA
<input checked="" type="checkbox"/>	1340169	13401	11/10/2004	Active	30.19 DISTRIBUTION / DIST-FOOD PROD
<input checked="" type="checkbox"/>	1340170	13401	8/5/2004	In Progress	76.15 RESTAURANTS / FAST FOOD FRANCI
<input checked="" type="checkbox"/>	1341003	13401	8/15/2004	Contract Pending	73.20 REAL PROPERTY RLTD / INDUSTRI
<input checked="" type="checkbox"/>	1341005	13401	8/20/2004	Contract Pending	11.25 AUTOMOTIVE / AUTO WINDOW TINT
<input checked="" type="checkbox"/>	1341007	13401	8/12/2006	Active	80.62 MANUFACTURING / MFG-EQUIPME
<input checked="" type="checkbox"/>	1349999	13401	2/4/2005	Active	23.01 ELECTRONIC/COMPUTER / COMPUT
<input checked="" type="checkbox"/>	1340220	13402	10/27/2004	Active	29.01 WHOLESALE / WHOLESALE BAKERY
<input checked="" type="checkbox"/>	1340526	13405	11/12/2004	Active	13.01 BEAUTY/PERSONAL CARE / HAIR S
<input checked="" type="checkbox"/>	1340537	13405	9/25/2004	Active	61.07 MEDICAL RELATED BIZ / MEDICAL
<input checked="" type="checkbox"/>	1340538	13405	11/17/2004	Active	74.06 RETAIL MISCELLANEOUS / RETAIL
<input checked="" type="checkbox"/>	1340540	13405	11/25/2004	Active	61.06 MEDICAL RELATED BIZ / MEDICAL
<input checked="" type="checkbox"/>	1340544	13405	1/22/2005	Contract Pending	20.03 CHILD CARE / DAY CARE & AFTER
<input checked="" type="checkbox"/>	1340549	13405	2/24/2005	Active	76.03 RESTAURANTS / DINER
<input checked="" type="checkbox"/>	1340550	13405	2/21/2005	In Progress	86.01 SIGNS / SIGN COMPANIES
<input checked="" type="checkbox"/>	1340551	13405	3/30/2005	Active	31.16 EDUCATIONAL/SCHOOL / EDUCATIO
<input checked="" type="checkbox"/>	1340552	13405	3/12/2005	In Progress	60.80 MANUFACTURING / MFG-INDUSTRIA
<input checked="" type="checkbox"/>	1340553	13405	3/15/2005	Active	81.27 MEDICAL RELATED BIZ / PHY TH
<input checked="" type="checkbox"/>	1340554	13405	2/5/2005	Active	8.01 ANTIQUES / ANTIQUES DEALER
<input checked="" type="checkbox"/>	1340555	13405	4/5/2005	Active	76.14 RESTAURANTS / ETHNIC RESTAURA
<input checked="" type="checkbox"/>	1340556	13405	3/31/2005	Active	57.01 LOCKSMITH / LOCKSMITH
<input checked="" type="checkbox"/>	1340557	13405	4/7/2005	Active	61.06 MEDICAL RELATED BIZ / MEDICAL
<input checked="" type="checkbox"/>	1341304	13413	12/9/2004	Active	31.10 EDUCATIONAL/SCHOOL / EDUCATIO
<input checked="" type="checkbox"/>	1341305	13413	12/9/2004	Contract Pending	31.10 EDUCATIONAL/SCHOOL / EDUCATIO
<input checked="" type="checkbox"/>	1341306	13413	2/9/2005	Active	74.18 RETAIL MISCELLANEOUS / CONSIG
<input checked="" type="checkbox"/>	1341307	13413	2/24/2005	Active	20.04 CHILD CARE / CHILDS PLAY CENT
<input checked="" type="checkbox"/>	1341308	13413	5/4/2005	Active	16.08 CARDS/GIFTS/BOOKS / GIFTS COL
<input checked="" type="checkbox"/>	1341309	13413	1/21/2005	Active	99.02 SPORTS RELATED BIZ / SPORTING
<input checked="" type="checkbox"/>	1341200	13417	5/14/2004	On Hold	50.04 INTERIOR DESIGN/DEC / OFFICE
<input checked="" type="checkbox"/>	1341201	13417	4/21/2004	On Hold	11.02 AUTOMOTIVE / AUTO GENERAL REP
<input checked="" type="checkbox"/>	1341203	13417	6/18/2004	Active	76.14 RESTAURANTS / ETHNIC RESTAURA
<input checked="" type="checkbox"/>	1341213	13417	8/9/2004	Active	76.28 RESTAURANTS / BREWPUB
<input checked="" type="checkbox"/>	1341214	13417	10/31/2004	Active	76.09 RESTAURANTS / DELI RESTAURANT
<input checked="" type="checkbox"/>	1341215	13417	1/28/2005	Active	77.01 PACKSHIPP/POSTAL / PACKSHIP
<input checked="" type="checkbox"/>	1341216	13417	1/27/2005	In Progress	39.12 FOOD BUSINESS RETAIL / DELIC
<input checked="" type="checkbox"/>	1341217	13417	3/10/2005	Active	60.11 MANUFACTURING / MFG-CANVAS PR
<input checked="" type="checkbox"/>	1341218	13417	3/10/2005	Active	60.11 MANUFACTURING / MFG-CANVAS PR
<input checked="" type="checkbox"/>	1341219	13417	4/28/2005	Active	11.02 AUTOMOTIVE / AUTO GENERAL REP
<input checked="" type="checkbox"/>	1341220	13417	5/25/2005	Active	76.18 RESTAURANTS / OFFICE BLDG RES
<input checked="" type="checkbox"/>	1341221	13417	11/19/2004	Active	76.16 RESTAURANTS / OFFICE BLDG RES
<input checked="" type="checkbox"/>	1341301	13418	7/12/2004	Contract Pending	13.02 BEAUTY/PERSONAL CARE / NAIL S

real servicemarks of JohnsonServices.com, Inc.

From the OneList transfer page, the member selects which listings to tie into other associations. Checked listings have already been tied together. Once a listing is selected from this screen, the member chooses the appropriate association to link to and the form below appears.

In the transfer, the member chooses the new association's exact business category and assigns the listing a new number (if desired) as well. Just a few short questions allows the listing to be transferred intact as if it were originally entered through the second association's own system with all specific fields properly completed.

Unlike systems that transfer listings entirely automatically, with OneList the member has complete control over listing number, agent assigned, the industry and the co-broke agency options.

Listings   Transfers   Return

**Review / Update OneList® Transfer Information (0)**

**ID: 0**

	Reference Listing	New OneList Transfer
Association / Service	FBBA	BizMktFL - Office 2
Listing Number	1341003	<input type="text"/>
Agent / Broker Assigned	13401 Spallitta, A. Charles	Assign an Agent <input type="button" value="v"/>
Industry	73.20 REAL PROPERTY RLTD	Select an Industry <input type="button" value="v"/>
Category	INDUSTRIAL BUILDING	Please Choose an Industry <input type="button" value="v"/>
Association Agreement on File?	NO	<input type="radio"/> YES <input checked="" type="radio"/> NO
Agency Type	Transaction	Select Listing Agency Type <input type="button" value="v"/>
		<input type="button" value="SAVE"/>

OneList® and InBLISS® are registered servicemarks of JohnsonServices.com, Inc.

## **Active Listings Reports**

InBLISS provides extensive reporting options that provide true productivity enhancements to the members. Reports print quickly and professionally. Where possible, report headings appear at the top of each printed page on multi-page reports — something rarely seen on reports printed from a web browser.

For BLI reports, multiple buyer or agent versions, or a combination of both, can easily be printed all at once. Simply view the reports on screen, then click on the “Print” button. Each listing will print on a separate page just as if they were printed individually.

In the unlikely event that InBLISS does not provide a required report, it can still be added to the association’s report options.

### Advanced Search

Industry:  **Multiple Category Search**  
 Category:   
 Location:  All Sources   
 Listing Price:  To:   
 Down Payment:  To:  All   
 Annual Sales:  To:  All   
 Owner Benefit:  To:  All   
 Total Assets:  To:  All   
 New Only All   
 New or Changed since  (mm/dd/yyyy) All   
 Agent or Office Number:  All   
 Listing Number or Numbers:  All   
 (use commas to separate multiple listing numbers) All   
 Key Words or Phrase:   
 Match any keyword  Match all keywords  
 (use quotes to search for an exact phrase)

All active reports start from the search screen. Note the ability to search by a member pre-defined local area or selected multiple areas, a certain industry or multiple selected industries, keywords, agent or any of a number of other options.

Once a search is completed the results are displayed in a grid as shown below. Note the highlighted row shows the industry to which the listing belongs.

FBBA MLS - Powered By InBLISS® from Johnson Services - Microsoft Internet Explorer

Address: http://login.fbba.com/

12 matching listings [Click on a listing to see details](#)

[Reports](#) [Return](#)

Listing	Industry	Location	Listing Price	Down Payment	Gross Sales	Owner Benefits	Total Assets
9242049 - <a href="#">Pet Shop</a>		Lee County	299,000	150,000	695,082	77,606	200,000
1708797 - <a href="#">PET STORE</a>		STUART	75,000	75,000			75,306
1231329 - <a href="#">ANIMALS/PETS</a>		WEST BROWARD	395,000	250,000	700,000	140,131	175,000
9279003 - <a href="#">Pet Grooming Business</a>		Naples, Florida	99,000	69,000	90,500	62,320	9,750
9242050 - <a href="#">Pet Grooming</a>		Bonita Springs	85,000	30,000	155,117	44,598	17,000
<b>Contract Pending</b>							
919655 - <a href="#">Dog Grooming</a>		Naples	52,000	52,000	45,000	40,000	
9784179 - <a href="#">Unique Aquarium Store</a>		Tampa Bay Area			242,234	58,482	55,000
9121378 - <a href="#">Veterinary Clinic</a>		SW Florida	312,000	262,000	374,941	95,370	41,000
9102107 - <a href="#">Veterinary Clinic</a>		Pensacola area	399,000	399,000			
4559232 - <a href="#">Kennel/Boarding/Training</a>		Central Florida	375,000	375,000	321,000	113,500	180,500
4559233 - <a href="#">Kennels/Boarding/Training</a>		Central Florida	950,000	950,000	321,000	113,500	755,500
9100252 - <a href="#">Dog Training/Daycare</a>		Pinellas Park	176,000	176,000	133,815	67,944	14,500

Select	Listing #	Business Type	General Location	Listing Price	Down Payment	Gross Sales	Owner Benefit	Total Assets
<input type="checkbox"/>		PET GROOMING	Naples	52,000	52,000	45,000	40,000	
<input type="checkbox"/>	1	PET GROOMING	Bonita Springs	65,000	30,000	155,117	44,588	17,000
<input type="checkbox"/>	1709797	PET SHOP	STUART	75,000	75,000			75,308
<input type="checkbox"/>	9229003	PET GROOMING	Naples, Florida	99,000	69,000	90,500	62,320	9,750
<input type="checkbox"/>	8784179	AQUARIUM STORE	Tampa Bay Area	115,000	115,000	242,234	58,482	55,000
<input type="checkbox"/>	8100252	KENNELS	Pinellas Park	176,000	176,000	133,815	67,944	14,500
<input checked="" type="checkbox"/>	9242049	PET SHOP	Lee County	299,000	150,000	695,082	77,606	200,000
<input checked="" type="checkbox"/>	9121378	VETERINARY CLINIC	SW Florida	312,000	262,000	374,941	95,370	41,000
<input checked="" type="checkbox"/>	4559232	KENNELS	Central Florida	375,000	375,000	321,000	113,500	180,500
<input checked="" type="checkbox"/>	1231329	PET SHOP	WEST BROWARD	395,000	250,000	700,000	140,131	175,000
<input checked="" type="checkbox"/>	602-07	VETERINARY CLINIC	Pensacola area	399,000	399,000			
<input checked="" type="checkbox"/>	4559233	KENNELS	Central Florida	950,000	950,000	321,000	113,500	755,500

Listings for Florida Business Brokers Association

Page 1 of 1

### Florida Business Brokers Association

Please Note: This list contains businesses that are offered on a co-operating basis by members of the FBBA. All information listed is approximated and should be verified by the listing office. Prior to discussion with qualified prospects. No prospect shall receive the name of any listed firm until a STANDARD DISCLOSURE STATEMENT is signed by the prospect. All listings herein are exclusive to the listing office - as of the date of submission - and have been accepted for publication subject to the cooperation between member brokers as executed and on file with FBBA. Assets Value: An estimate of the Fair Market Value by the seller. Owner Benefit: A combined estimate of Business Net, Compensation to Owner, Fringe Benefits, Interest and Depreciation Expense. Buyer, Sellers, and Broker should be aware that this listing is subject to listings by a special type of agency defined by the Florida Statute 475. Buyer, Sellers, and Brokers should be aware that all of the following businesses are not available to all types of agencies.

Listing #	Business Type	General Location	Listing Price	Down Payment	Gross Sales	Owner Benefit	Total Assets
9242049	PET SHOP	Lee County	299,000	150,000	695,082	77,606	200,000
9121378	VETERINARY CLINIC	SW Florida	312,000	262,000	374,941	95,370	41,000
4559232	KENNELS	Central Florida	375,000	375,000	321,000	113,500	180,500
1231329	PET SHOP	WEST BROWARD	395,000	250,000	700,000	140,131	175,000
602-07	VETERINARY CLINIC	Pensacola area	399,000	399,000			
4559233	KENNELS	Central Florida	950,000	950,000	321,000	113,500	755,500

The on screen report includes checkboxes 1 to allow the member to exclude listings if desired. Here the first 6 listings have been deselected. When the report prints, simply by clicking on the "Print" button, the association's disclaimer 2 is added and the unchecked listings are excluded. If the member prefers, the omitted listings can be added back in simply by once again checking the box and reprinting the report.

## Send your Report by E-Mail:

**Required fields are in red.**

The sender e-mail address and your company name are automatically added from your agent file)

Send this report to: Name:  **E-Mail Address:**

Send a copy to yourself?  Yes  No

**Subject for this Message:**

Message to include with your report (the report will appear immediately after this message):

Below is the information you requested

Emailing a report is as simple as clicking on the e-mail button and entering the recipient's e-mail address. Notice how the report appears in the body of the e-mail, not as an attachment, and it is formatted just as seen by the broker's printed report.

The screenshot shows a Microsoft Outlook window titled "Johnson Services - Microsoft Outlook". The email list shows an email from Frank Rubin with the subject "Your Custom List of Businesses For Sale" received on Sun 6/6/2004 3:35 PM. The email body contains the following content:

**Your Custom List of Businesses For Sale**  
 Frank Rubin - AMERIVEST BUSINESS BROKERS, INC. [frubin@amerivestbusiness.com]  
 Tel: Doug Perreault

Below is the information you requested

**Florida Business Brokers Association**

Please Note: This list contains businesses that are offered on a co-operating basis by members of the FBBA. All information listed is approximated and should be verified by the listing office. Prior to discussion with qualified prospects, no prospect shall receive the name of any listed firm until the STANDARD DISCLOSURE STATEMENT is signed by the prospect. All listings herein are exclusive to the listing office - as of the date of submission - and have been accepted for publication subject to the cooperation between member brokers as executed and on file with FBBA. Assets Value: An estimate of the Fair Market Value by the seller. Owner Benefit: A combined estimate of Business Net, Compensation to Owner, Fringe Benefits, Interest and Depreciation Expense. Buyer, Sellers, and Broker should be aware that this listing is subject to listings by a special type of agency defined by the Florida Statute 475. Buyer, Sellers, and Brokers should be aware that all of the following businesses are not available to all types of agencies.

Listing #	Business Type	General Location	Listing Price	Down Payment	Gross Sales	Owner Benefit	Total Assets
9242948	PET SHOP	Lee County	299,000	150,000	695,002	77,606	200,000
9121378	VETERINARY CLINIC	SW Florida	312,000	282,000	374,941	95,370	41,000
4559232	KENNELS	Central Florida	375,000	375,000	321,000	113,500	190,500
1231329	PET SHOP	WEST BROWARD	395,000	250,000	700,000	140,131	175,000
602-07	VETERINARY CLINIC	Pensacola area	399,000	399,000			
4559233	KENNELS	Central Florida	950,000	950,000	321,000	113,500	755,500

