

15 Questions to ask a Potential Business Broker

There are over 500 active business brokers in Australia. Asking the right questions will help you make an informed decision. [Read Full Guide](#)

EXPERIENCE

- 1. How long have you been a business broker?
- 2. Do you specialise in a certain type or size of business?
- 3. What professional organisations are you part of?
- 4. Do you have a license and insurance?



YOUR BUSINESS

- 5. Can I please get an appraisal of my business?
- 7. How long do you think it will take to sell my business?
- 6. How can I increase the value of my business before selling?
- 8. How many similar businesses have you sold?

CURRENT ENVIRONMENT

- 9. How many businesses are you currently selling?
- 10. How many businesses have you sold in the past 3 months?
- 11. What strategies do you use to find buyers, what websites?

EXPECTATIONS

- 12. How often will you update me on enquiries?
- 13. What are your fees and marketing costs?
- 14. How long is the exclusive agreement?
- 15. Can I read your testimonials or speak to previous vendors?



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