

# How to Choose the Right Business Broker

Thinking about selling your business? Choosing the right broker can have a major impact on the final outcome of your sale. [Read Full Guide](#)

## 1 View current listings

Is the broker currently representing any similar businesses? You can easily search this on Bsale via;



[Find a Business Broker](#)  
[Business Broker Directory](#)



## 2 Ask Questions

Get a better understanding of their services.

[Download 15 Questions Checklist](#)



## 3 Check their Licence & Memberships

Business brokers must be licensed to operate. Check in your state. Do they belong to AIBB or REI?



## 4 Review their Advice

Is the broker actively providing advice and information for business owners? Check social media, industry publications, youtube.

## 5 Cross Check Answers

Check they are on the Top 5 business for sale websites. Speak with previous vendors.



## 6 Compare

Who do you feel is more capable of selling your business and staying in contact? It may take 6-12 months so you need to have good communication.

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See how Bsale has been helping business owners since 2000 at [bsale.com.au](https://bsale.com.au)