

New! Exclusive for Members Only!

A BUSINESS BROKERAGE MANAGEMENT SYSTEM FOR IBBA MEMBERS

This new program provides more than a multiple listing service for business brokers. It also provides a complete broker to broker listing and management system. Below are some of the many benefits of the IBBA Business Brokerage Management System (BBMS).

BENEFITS OF THE PROGRAM

COMPLETE ONLINE BUSINESS LISTING AND BUYER MARKETING PACKAGE

Features:

- Detailed Business Listing Information sheet (BLI) available in both a buyer and an agent version. Buyer version can be easily e-mailed. BLI can be printed using standard web-based printing methods
- Extensive search capabilities allowing members to search on nearly 30 different criteria, including: industry, price, relocatable status, home-based or not, financial income sources, etc.
- Attachment displays, that can be designated for the broker only or agent and public view. Attachments can be photos, documents, or spreadsheets
- Display of an executive summary or complete confidential offering memorandum
- Ability to add extensive marketing commentaries as desired
- Display list of equipment being transferred in the sale
- A detailed recasted cash flow worksheet
- Custom saved listings search reports for individual buyers by various criteria including: Business type, state, county, price, down payment, revenues, adjusted net, SBA pre-qualified, franchise, relocatable, home based, real estate included or available, data source, key word, and by date listings when the listing was last revised

LISTING ACTIVITY INFORMATION REPORTS

Features:

- Record of your own printing and emailing reports and disclosure forms by your office; and by other offices and brokers participating in the program
- Printable reports that can be sent to your seller
- Email reminders when listing nears expiration
- Notification upon login of listings that require attention
- Customizable listing reports for printing and use within a member's office. Nearly 20 different fields can be selected in any combination, including the listing number, listing broker, expiration date, location, industry, executive summary, selling price, etc. Reports can be sorted by 8 different fields.
- Excel export of listings reports for complete control of sorting and filtering needs, as well as advanced analytical analyses

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IBBA BUSINESS BROKERAGE MANAGEMENT SYSTEM *continued*

OTHER HIGHLIGHTS OF THE BBMS INCLUDE:

- Flexible Placement for log in on home page or in separate member area
- Complete integration with the look & feel of IBBA's public website
- User's guide and help options
- Integration of listings on the IBBA website
- Numbers in financial section entry area line up as you'd expect – separation flexibility to help visually ensure data accuracy
- Attachment of up to four photos or spreadsheets to any listing
- Program support
- Integrated links to IBBA forms, documents
- Ability to create a local area definitions for quick review of business available in your local area
- Link back option for member websites and listing profiles

EMAIL FUNCTION ALLOWING ATTACHMENT OF DOCUMENTS AND REPORTS

Features:

- Buyer's BLI
- Agent's BLI
- Disclosure form
- Cash flow worksheet
- Balance worksheet
- Purchase contract
- Custom saved listings search reports

STATISTICS/LOG REPORT

Features:

- Statistics on all active listings and listings sold through the system
- Statistics on viewings of your business and buyer listings by other member brokers
- New features under development

MEMBER TO MEMBER INTERACTION

Features:

- Easy access to the IBBA member/office directory and broker directory
- Ability of buyer BLI to print member's information in the "contact person" area and hand it to a prospective buyer, retaining the buyer's relationship with the member
- Complete listing of broker contact information to the member broker provided by the Member BLI. This feature allows the member to contact the actual listing broker easily, building a relationship between brokers and other members

REAL-TIME ACCESS TO INFORMATION

Features:

- Immediate update of listings and member demographic information upon saving of the data. The public and other members see the latest information at all times. Sold or expired listings are removed from public display immediately upon their change in status
- Access to the latest forms and member news. Obsolete forms will be removed and replaced with new forms that are then immediately available to the membership
- Live, real-time access to all searches, notices and displays of data

IBBA BUSINESS BROKERAGE MANAGEMENT SYSTEM FOR IBBA MEMBERS

COST: \$35.00 A MONTH

Current subscribers to BizMLS and InBliss and other certain groups receive a \$20.00 per month discount on the system. Contact ATGroup.com, Inc. for clarification. Phone: (727) 896-9100 Email: info@atgroup.com

- Sign me up for IBBA's Business Broker Management System. I agree to the terms and conditions of the program. By my signature, I accept receipt of all fax and email communication and confirmation from IBBA and M&A Source.

SIGNATURE OF APPLICANT: _____ DATE: _____

PERSONAL INFORMATION

Mr. Ms. Mrs. Miss IBBA Membership ID Number: _____

NAME: _____
FIRST MI LAST

COMPANY: _____

ADDRESS: _____

CITY: _____ STATE/PROVINCE: _____

ZIP/MAIL CODE: _____ COUNTRY: _____

PHONE: _____ FAX: _____

E-MAIL: _____ WEB SITE: _____

PAYMENT INFORMATION

Your credit card will be charged on a quarterly basis for this program.

- CHECK (Note: if paying by check, please make check payable to ATGROUP.COM, Inc.)
 Note: Annual payments by check only.

VISA MASTERCARD AMEX

CARD HOLDER NAME: _____

ACCOUNT NUMBER _____ EXP. DATE: _____

SIGNATURE: _____

Please complete form and return with payment to:

International Business Brokers Association
 401 N. Michigan Ave., 24th Floor
 Chicago, IL 60611-4267

or fax forms with credit card information to IBBA Headquarters:
 (312) 673-6599



BBBMS



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