



Selling to a Cash Strapped Buyer

Selling a business no money down, does not imply the seller does not receive cash for their business. It just implies the buyers are going to get the money from somewhere other than themselves. Over 80% of businesses listed with business brokers are not sold because the business broker screens the buyers out of the process, by disqualifying them for lack of cash. Our firm was founded on Wall Street where everyday businesses are bought & sold no money down but the deals still are done and everybody is happy. The key to selling a business is working with an advisor that knows where the money is, in order to get the buyer financed. Many entrepreneurs start out low on cash or own businesses that are cash strapped but are very capable of being financed. At HIC, we take every entrepreneur serious regardless of his or her stage of development. That allows us to screen more candidates for your business regardless of the cash they have to spend.

HIC Financial is the most resourceful M&A Advisor / Business Broker for small to mid-size businesses. If an entrepreneur is a perfect fit for your company, they will get the money.

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