



## WHY BECOME A BUSINESS BROKER?

*By Kathryn Christ*

Business brokering is an exciting and lucrative profession. It provides the opportunity to work closely with business owners and guide them through one of their most challenging business transactions.

This same career allows you to be an independent business professional with an open-ended income potential and an excellent lifestyle.

### *High Earning Potential*

Most of our listings at JMJ Brokers, Inc. have a 10% commission rate and an average sales price of \$210,000. We have an outstanding commission split with excellent marketing and administrative support.

### *Flexible Schedule*

The majority of hours worked by the business broker fall into the regular business schedule of Monday – Friday, 9 am – 6 pm. Most sellers prefer to communicate after hours, so it is common to take phone calls in the early evening hours or on Saturday mornings. However, the broker is able to schedule calls, appointments and showings to best accommodate everyone.

### *Work from Home*

Since many business brokers spend their time visiting sellers or networking, it is very convenient to work from home. All that is needed is a quiet workspace, a cell phone and a computer.

### *Individualized Training Modules*

At JMJ Brokers, we specialize in training real estate agents to become successful business brokers. Our individualized training modules ensure that every JMJ broker is given the tools to create a successful independent career.

### *Marketing Support*

When you work with JMJ Brokers, we provide industry-specific marketing support. All buyer and seller leads for your industry go directly to you. No worries about competition from other JMJ brokers.

### *Administrative Support*

Complete administrative support is provided. Once you provide the executed listing agreement, completed profile, tax returns and photos, the administrative team at JMJ provides:

- Cash flow analysis
- Automated NDA signing and archiving
- Management of listing websites
- Cloud-based due diligence storage
- Escrow deposit tracking
- All other broker responsibilities as dictated by law and custom

*Professional Affiliation*

JMJ Brokers is a member of the International Business Brokers Association (IBBA), the largest international association for business brokers and mergers and acquisition advisors. The association offers business broker education, conferences, professional designations and networking opportunities.

*For more information*

To learn more about becoming a business broker with MJM Brokers, contact Kathryn Christ at (904) 451-7604 or by email, [Kathy@jmjbrokers.com](mailto:Kathy@jmjbrokers.com).