

The Best of

THE BUSINESS BROKER

Newsletter

The best educational and informative articles
from the past 20 years of the leading industry newsletter.

Includes articles on:

- The history of business brokerage
- Listing businesses
- Pricing & financing the business
- Working with buyers
- Closing the sale
- Commissions – getting paid
- Office management

Written & Edited by Tom West

Another First for Business Brokerage

March 1 & 2 marked a first for business brokerage on a national level. A meeting with representatives of eight business brokerage firms was held in Dallas on those days. The purpose of the meeting was to discuss the formation of a national business brokerage association. The following firms were represented:

ABX Business Brokers	Texas
Business Investment Group (BIG)	Florida
Business Sales Associates (BSA)	Florida
Corporate Investment Business Broker (CIBB)	Arizona
Marcoin	Georgia
Probus	North Carolina
ProVenture	Massachusetts
VR Business Brokers	Massachusetts

Regrets were received from UBI in California, Allied Business Brokers in Georgia, Zarex in Canada and Nation-List in Colorado explaining that the press of business kept them away. However, they endorsed the meeting and purpose and were looking forward to attending the next meeting. Also, we at *The Business Broker* were pleased to be in attendance.

The group agreed, after a lengthy discussion, that the purpose of an association should be:

1. to unite all business brokers in developing the highest standards of professionalism and to develop a code of ethics
2. to improve the educational standards of the industry and to develop professional designations
3. to inform and educate the public about business brokerage
4. to serve as a forum for all business brokers and those related to business brokerage
5. to lobby and serve as a legislative "watchdog" on all issues of concern to business brokerage
6. to provide benefits such as group insurance, etc. to its members

Attendees at this first session volunteered to form committees and to distribute reports of their efforts to the others by May 1, 1984. The committee's topics are as follows:

- By Laws and Purpose
- Code of Ethics
- Membership and Funding
- Public Relations
- Benefits/Insurance

It was felt that the above areas must be addressed immediately so an association could begin to develop. As such an association grows, other committees will be required, to achieve all purposes. The group will meet again on June 1 & 2 in Dallas to discuss change and to perhaps adopt the committee results. The development of an active national association is difficult and does not happen overnight. Much thought, input, and hard work are still necessary. Other groups have tried, but none have had the support of so many large business brokerage companies. Whether this attempt will succeed is obviously unknown, but it is off to a good beginning. For it to succeed, an association must appeal to all business brokers, franchised and independent alike.

Note: We at *The Business Broker* have agreed to coordinate this effort. If you feel you have something to contribute to one of the committees or if you would like to be involved in the formation of a national association, write to us at *The Business Broker*, and we will see that your interest is conveyed to the proper committee or person. Also, we will keep you informed of the preliminary efforts of the attendees to get an association off the ground. Thanks are in order to those who attended for taking the time to meet. The simple fact that all of the large companies in business brokerage got together is a beginning in itself.

The Second Meeting

The second meeting of the business brokerage companies who are attempting to form a business brokerage association for all business brokers was held June 1 and 2 in Dallas, Texas.

The meeting was successful and the International Business Brokerage Association (IBBA) was created. Officers have been elected to serve from now through 1985 when formal elections will be held. They are as follows:

President	Russ Branch (CIBB)
Executive VP	Tom West (BBP)
1 st VP	Barry Jones (Probus)
2 nd VP	Ray Miles (BSA)
3 rd VP	Don Melver (TABB)
4 th VP	Larry Potts (BIG)
Secretary	Tom Matava (BIG-Franchisee)
Treasurer	Connie Womack (VR)

In addition to serving as Executive VP, we will be serving as the unpaid temporary executive director of the Association. The initial funds necessary to launch the Association will be donated by the founding organizations. The Association will be formed as a nonprofit corporation.

The Association has been created to provide all business brokerage companies and individuals alike with the following:

- Education – for both the membership and the public.
- Political Action – to take a position on legislation and other issues that affect our industry.
- National Convention – to hold a national convention for its members to meet and exchange ideas.
- Publications – to provide publications and information to its members.
- Insurance – to obtain group coverage such as medical, dental, disability, life, errors & omissions, etc. for its members.
- Professional Standards – members will agree to adhere to a code of ethics and the Association will develop levels of professional standardization.
- Regional Seminars – to provide educational seminars on a regional basis.
- International Directory – to publish a directory of members.
- Foster and Encourage State Associations – to provide a means for formation of state associations.

The Association is in the process of developing membership material, bylaws, a code of ethics, and other information. A general solicitation for membership will be mailed approximately September 5, and greatly reduced membership fees will be offered, to encourage all business brokers to join. The Association is open only to business brokers. We will keep you apprised of further developments in this area, and subscribers to *The Business Broker* will be on the mailing list to receive membership material.

■ July 1984