

IRC Investments

Buyer Articles

Below you will find a number of articles related to buying a business. These are intended to give you a brief introduction to the process. One of our broker associates will be able to walk you through the entire process from evaluating if you are ready to buy to closing on the business that is right for you.

CONTROL YOUR OWN DESTINY... and make a fortune doing it!!

If your goal is to be highly successful in business and in quality of life, then I encourage you to take a moment and read this little gem of investment advice. Imagine if Warren Buffet came to you and said I have an investment strategy that you seriously should consider and it is very simple...

Rating Today's Business Buyers

Once the decision to sell has been made, the business owner should be aware of the variety of possible business buyers. Just as small business itself has become more sophisticated, the people interested in buying them have also become more divergent and complex. The following are some of today's most active categories of business buyers:

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Today's Business Buyer: A Profile

Today's independent business marketplace attracts a wide variety of buyers eager for a piece of ownership action. Buyers of small businesses are most likely replacing lost jobs or searching for a happier alternative to corporate life. Buyers of mid-sized and large operations are, typically, private investment companies seeking businesses to build and eventually sell...

Why Do Deals Fall Apart?

In many cases, the buyer and seller reach a tentative agreement on the sale of the business, only to have it fall apart. There are reasons this happens, and, once understood, many of the worst deal-smashers can be avoided. Understanding is the key word. Both the buyer and the seller must develop an awareness of...

Buying (or Selling) a Business

The following is some basic information for anyone considering purchasing a business. It may also be of interest to anyone thinking of selling their business. The more information and knowledge both sides have about buying and selling a business, the easier the process will become.

A Buyer's Quandary

Statistics reveal that out of about 15 would-be business buyers, only one will actually buy a business. It is important that potential sellers be knowledgeable on what buyers go through to actually become business owners. This is especially true for those who have started their own business or have forgotten what they went through prior...