

Calendar of Events

October 26, 2017
- October 27, 2017

Introduction to Business Brokerage (2 Day Boot Camp) 16 TREC/TABB credit hours
Large Conference Room on the 1st floor
909 Lake Carolyn Pkwy
Irving, TX 75039

Are you interested in becoming a business broker?

Get started right now! Register for the TABB 2-day Introduction to Business Brokerage Boot Camp and become a business broker! This course is for you if you want to be a business broker or if you are a new business broker and need help getting your business moving in the right direction.

In this packed two-day course, you will leave knowing you have the information you need to start or build you brokerage business. Learn successful business practices from an expert, and receive your own copy of his book, "A Guide to a Successful Business Brokerage Practice."

We will cover the history and evolution of business brokerage, how to set up your business and office, sources of income (there are several sources other than commission, marketing for business listings, setting up appointments, meeting and working with sellers, preparing the marketing materials, advertising businesses for sale, working with buyers, offers to purchase and letters of intent, negotiations, due diligence, closing the sale, brokerage forms, and many other aspects of the industry.

Cost: \$395 for early registration, \$495 after October 18th
Instructors: Bob Ross and Brian Wendler