



**Business Exit  
Solutions**

Valuable. Scalable. Transferable.

# **Business Broker Partnership Kit**

**Helping Brokers Sell  
More Businesses,  
Faster**

## Why Partner with Business Exit Solutions?

Even great businesses can struggle to sell. The reasons?

- Messy financials and poor records.
- Over-dependence on the owner.
- Operational inefficiencies and low profitability.

That's why **80% of businesses never sell**, and many that do sell for less than expected.

As a broker, this hurts your deals, your timelines, and your commissions.

**Having well prepared businesses** is one of the best ways to generate more sales and having businesses with higher valuations increases commissions.

Business Exit Solutions fixes these issues before you take a business to market. Our proven **EXITmax System** prepares businesses to be valuable, scalable, and transferable. They attract serious buyers and sell faster at better prices.

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## How a Partnership Helps Brokers

- ✓ **Sell Faster** - Exit-ready businesses attract buyers and close faster.
  - ✓ **Earn More** - Higher valuations mean bigger commissions.
  - ✓ **Revive Stale Listings** - Turn unsellable businesses into market-ready opportunities.
  - ✓ **Save Time** - Fewer roadblocks, objections, and wasted effort.
  - ✓ **Stand Out** - Be known as the broker who helps owners prepare properly.
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## Two Partnership Options for Business Brokers

Choose the approach that fits your business:

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### 1. Casual Referrer (Simple, No Commitment)

- Free to join.
- Refer non-ready or tough-to-sell clients directly to BES.
- BES delivers everything.

👉 Best for brokers who only want to refer occasionally without ongoing involvement.

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### 2. Advisory Partner (Referral + Co-Brand)

- Access **co-branded resources** (checklists, guides, client handouts) to highlight the value of preparation.
- BES delivers all exit readiness assessments, reports, and programs.
- You **earn 20% commission** on client enrolments.
- Quarterly CPD webinars + fresh partner resources included.
- Membership Fee: \$297/month (\$2,970/year).

👉 Best for brokers who want to consistently offer exit readiness as part of their service and get better, faster, more profitable sales.

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### ROI:

As a Broker Advisory Partner, you only need around ~6 referrals per year to cover your membership, everything else is pure profit.  
We'll show you how it works on your partnership call.

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### When to Refer Clients to BES

- ✦ Before listing to ensure the business is buyer-ready.
  - ✦ For stale or unsellable listings to reposition them for market.
  - ✦ To maximise value, fix inefficiencies and boost profitability.
  - ✦ When clients want top-dollar results but lack preparation.
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## How We Help Your Clients Sell Successfully

Our **EXITmax System** provides a structured step-by-step approach to preparing businesses for a profitable sale.

We work with business owners to:

- ✓ Increase business value by optimising operations, financials, and scalability.
- ✓ Remove owner dependency so the business can transfer smoothly to a new buyer.
- ✓ Identify and fix operational inefficiencies that lower valuation multipliers.
- ✓ Ensure financial records and documentation are buyer-ready to prevent deal delays.
- ✓ Identify and fix deal-killing risks that often lead to failed transactions.
- ✓ Improve operational readiness to attract serious buyers.

**By the time you list the business, it's positioned for a faster sale at a higher valuation attractive to serious, motivated buyers.**



## EXITmax Programs to Help You Close More (and Better) Business Sales

<b>Business Problem</b>	<b>Why It's a Deal Killer</b>	<b>Recommended BES Program</b>
<b>Messy, outdated business</b>	Buyers can't see value or future growth	<b>Small or Medium Business Exit Readiness</b> – Improves operations, marketing, and buyer appeal
<b>Business is heavily reliant on the owner</b>	Too risky or hard to hand over	<b>Small or Medium Business Exit Readiness</b>
<b>Operational inefficiencies</b>	Longer time on market, lower offers	<b>Small or Medium Business Exit Readiness</b> – Boosts performance & increases valuation multipliers
<b>Poor financial and operational documentation</b>	Low buyer confidence, stalled due diligence	<b>Small or Medium Business Exit Readiness</b> – Organises records, financials, and documentation for sale
<b>No clear growth potential</b>	Buyers see stagnation and low ROI	<b>Small or Medium Business Exit Readiness</b> – Drives profit and strategic growth
<b>Legal &amp; risk concerns</b>	Buyers hesitate due to compliance or liability issues	<b>Small or Medium Business Exit Readiness</b> – Identifies and prepares risk mitigation pre-sale
<b>Solo operator with no team or plan</b>	Business can't run without the owner	<b>Sole Operator Exit Program</b> – Tidies operations and prepares business for sale
<b>Rushed exit in next 3–6 months</b>	No time to fix key sale-blockers	<b>Ready-to-Exit Program</b> – Finalises key documentation and supports clean transition

## Partner Guarantee & Cancellation Policy


We want brokers to feel confident referring clients with zero risk.


**Advisory Partners:** Cancel anytime with 30 days' notice. No lock-in contracts. Annual memberships are discounted but non-refundable. New partners: 30-day money-back guarantee on your first month.

**Casual Referrers:** Always free. No contracts, no commitments.


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## Next Steps– Let's Partner

 **[Book a Partnership Call](#)** – Learn how Advisory Partnerships work for Brokers

 **Download Your Broker Toolkit** – Checklists, conversation starters, and resources.

 **Start Referring or Advising Today** – Help your clients sell faster and maximise your commissions.

 Call: +61-440 136 616

 Email: [partner@businessexit.global](mailto:partner@businessexit.global)

 Visit: <https://businessexit.global/strategic-partnerships/>

## Why Brokers Choose Business Exit Solutions

- ✓ Businesses sell faster.
- ✓ Buyers pay more for prepared businesses.
- ✓ Your job becomes easier.
- ✓ You earn more per deal.

**Let's Work Together to Transform Business Sales!**



# Business Exit Solutions

Valuable. Scalable. Transferable.

## Your Roadmap to Supporting Clients' Business Exits

At Business Exit Solutions, we collaborate with accountants, business brokers, and financial planners to:

- Prepare your clients' businesses for sale, succession, or retirement.
- Maximise business value and ensure smooth, seamless transitions.
- Deliver proven EXITmax programs to guide clients through every step of the exit process.
- Strengthen your client relationships by sending them back to you for their ongoing accounting or financial needs.

Partner with us to enhance your services, deliver exceptional value, and empower your clients to achieve successful business exits—all while keeping you at the center of their trusted advisory team.



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