

ENLIGN Represents graffiti ads in Sale of Business

WINSTON-SALEM, NC – ENLIGN Business Brokers has acted as intermediary in the sale of graffiti ads located in Winston-Salem NC. ENLIGN, representing the sellers Carrie and Patrick O’Sullivan, prepared a buyer’s information packet, provided a brokers opinion of value, worked with the sellers to determine an appropriate asking price, listed the business online, pre-qualified potential buyers, assisted in the negotiation of the terms of the transaction, assisted the buyer with securing financing, worked with buyers and sellers attorneys in preparing closing documents for client review and participated in the closing.

Once prepared for sale, the business was marketed through a proprietary ENLIGN methodology. In addition to ENLIGN’s website, www.enlign.com, graffiti ads was marketed directly to ENLIGN’s internal business buyers list in addition to the nation’s top online business listing services.

graffiti ads has been in continuous operation since 1991 and provides indoor billboards which are strategically placed in restaurants, theaters, coffee houses, fitness centers and other venues in the Triad region. The sellers were pleased with the transaction and excited about the companies future prospects for its new owners.

“ENLIGN is having the best year ever as a result of transactions such as this. Quality businesses are selling, banks are lending and the SBA is granting loan guarantees, but most people assume otherwise providing great opportunity for those who are motivated.” Added Jeff Snell, CBI, ABI who served as the principal broker in the transaction.

Frank and Elizabeth Stovall are the new owner/operators and plan to build upon the O’Sullivan’s successful model. “Throughout the long process of procuring a loan and buying our first small business, Jeff Snell always made time for me, and more importantly, was always willing to start at square one in explaining a concept. Even though Jeff was employed by the seller, which he made clear, I came away from the experience feeling like I had learned a lot from him. This is for two reasons - Jeff loves getting to know people, and he loves the mechanics of a deal. You could tell he was interested in a happy ending for all concerned. I value the rapport I have with Jeff, and I hope we get to work together again.” shared Frank.

ENLIGN Business Brokers is active in the marketing and professional services industries and offers professional services to buyers and sellers in this growing service industry segment.

Financial details of the transaction were not released.

For more information, visit www.enlign.com and www.graffitiads.com

About the Author

ENLIGN Business Brokers, which has its headquarters in Raleigh, N.C., provides seller and buyer services, professional negotiation, and valuation and marketing services to small- and medium-business sellers and buyers in the Southeast and nationally through the ENLIGN Business Brokers Affiliate program and ENLIGN Professional Partners Program (EPPP). ENLIGN provides business owners wishing to sell their businesses with discrete, objective counsel and valuation advice, and an innovative, comprehensive approach to marketing businesses for sale. Complete confidentiality is offered throughout the process. ENLIGN, which is a member of the International Business Brokers Association (IBBA), M&A Source and the American Business Brokers Association (ABBA), requires that its agents and affiliates have owned a successful business of their own, hold an advanced degree and be members of IBBA working towards or having completed the Certified Business Intermediary (CBI) accreditation. For more information about buying or selling a business or becoming an ENLIGN affiliate broker, contact Jeff Snell at jsnell@enlign.com or visit the Web site at www.enlign.com.

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