



CANTRELL-GRIFFIN

VOL 16

Business Brokers since 1983

NO. 17

BIZ REPORT

“Without ambition one starts nothing. Without work one finishes nothing. The prize will not be sent to you. You have to win it.” — Ralph Waldo Emerson



Businesses
For Sale



If CGBB doesn't
have what you are
looking for, tell us
and we will find it.

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Insider's Guide: Key Advice for Purchasing a Business Through a Broker

The venture of acquiring a business is a journey that promises both challenge and reward. Read more to learn how to navigate this path with confidence and clarity.

Define Your Vision

Clarity on your objectives will guide your search and negotiations. Before diving into the market, take time to crystallize your vision. Think about the kind of business that aligns with your passions, skills, and long-term goals.

Thorough Due Diligence

Once you've identified a prospect, it's time to delve into due diligence. Scrutinize financial records, customer reviews, legal obligations, and industry trends. Engage professionals like business brokers, accountants and lawyers to uncover any hidden skeletons and validate the business's worth.

Understand Market Dynamics

Familiarize yourself with the market dynamics governing the industry you're venturing into. What are the current trends, challenges, and growth opportunities? A deep understanding of the market landscape will empower you to make informed decisions and spot lucrative opportunities.

Build a Strong Relationship with the Broker

Your broker will be your ally in this journey. Cultivate a strong rapport with them based on trust, transparency, and open communication. Clearly articulate your preferences, non-negotiables, and budget constraints to ensure they tailor their search effectively.

Negotiate Strategically

Negotiation is an art form in the realm of business acquisitions. Approach negotiations with a strategic mindset, aiming for a win-win outcome that satisfies both parties. Be prepared to compromise where necessary while safeguarding your interests and objectives.

Secure Financing

Acquiring a business may require significant financial investment. Explore financing options, from traditional bank loans to venture capital funding, to secure the necessary capital. Ensure your financial house is in order, with a solid business plan and contingency measures in place.

Plan for Transition

Transitioning ownership can be a delicate process, impacting employees, customers, and operations. Develop a comprehensive transition plan that ensures continuity and minimizes disruption. Communicate openly with stakeholders and enlist their support to facilitate a smooth handover.



Established Reputation for excellence with loyal customer base. Prime location. Fully-Equipped Studio. Diverse Revenue Streams. A unique opportunity for growth & success.



★ **NEW LISTING** ★

NWA Creative Arts Studio
\$375,000

Contact us today to schedule a visit.
Barry Graves (479) 466-5942
Allen Kitterman (479) 616-9542



★ **NEW LISTING** ★

NWA Outdoor Living Co.
\$425,000

Multi year Award Winning Designs & Construction. Specializes in custom sunrooms, screen rooms, patio covers & pergolas constructed with maintenance free metal materials. Strong Client Base. Established reputation.

Contact us today for more info.
Barry Graves (479) 466-5942
Allen Kitterman (479) 616-9542

Well-established personal care studio. Specializes in providing a range of services from classic applications to luxurious volume sets. A flourishing business with a proven track record of success in a sought-after industry.



NWA Personal Care Industry
\$350,000

\$450K revenue in 2023

Call us today to learn more!
Barry Graves (479) 466-5942
Allen Kitterman (479) 616-9542



NWA Rural Internet Provider

\$467,500

Truly turn-key operation. Great retail location. Consistently growing profits with clean financial records. Consistent Profit. Multiple Revenue Streams. Recurring Revue.

Contact us today for more info!

Stewart Nance (870) 688-7100

Allen Kitterman (479) 616-9542

2024 revenues trending 5% higher in this outstanding 4★ restaurant and 11 nightly rental cabin business on beautiful Norfolk Lake. Loyal local following. Visitors attracted to area's world class fishing and water sports on White River, Norfolk River and Norfolk Lake.



Whispering Woods

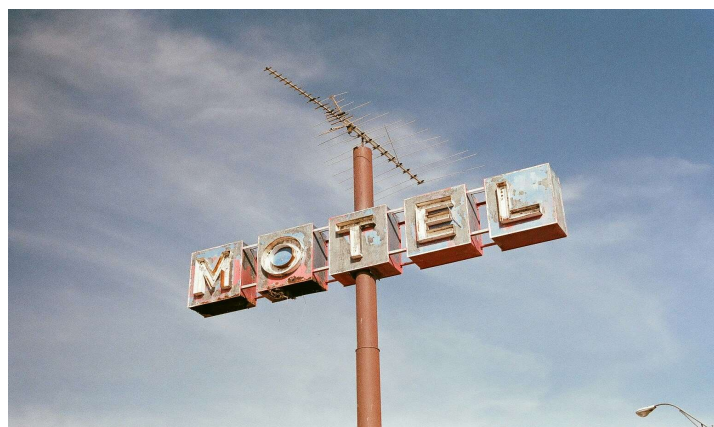
Cabins & Grill

\$2,090,000

MLS# 1251892

Give us a call to learn more.

Stewart Nance (870) 688-7100



Boston Mountain

Ecotourism Business

\$2,350,000

Invest in the perfect blend of nature and opportunity with this relaxing overnight-stay and canoe rental business.

Very convenient access points to upper sections of the Buffalo National River.

To schedule a visit, call

Stewart Nance (870) 688-7100

Great reputation. Extensive history of events supply rentals for parties, events & weddings.

Comes with \$290,000 worth of assets, website & book of business.

Contact us for more information!
Barry Graves (479) 466-5942



Outdoor Equipment Rental \$290,000



Kent General Store \$164,000 MLS# 1228387

Thriving hill country convenience store. Super popular amongst locals & visitors. Centrally located in Arkansas' outdoor haven of Newton County with prime hiking, biking and touring location.

To schedule a visit, call
Stewart Nance (870) 688-7100

1.98ac total or 2 lot option at \$199,000 each. Within minutes from Downtown Siloam Springs and US highway 412. Ready for your commercial project, flat, level and open. Will entertain land lease or build to suit. Also see

MLS# 1243640 and MLS# 1243642

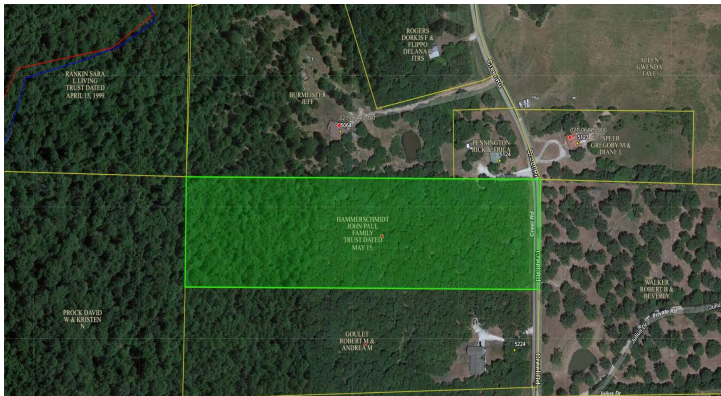
Contact us today to learn more.
Barry Graves (479) 466-5942



Main Street, Siloam Springs

\$498,000

MLS# 1250051



10 Acres Near The Buffalo National River **\$78,500**

Beautiful hillside with nice views. Great building site. All wooded. Gentle slope fronting Creel Rd. 20 minutes to Buffalo National River. 30 minutes to Branson.

See MLS# 1261115

For more info, contact
Stewart Nance (870) 688-7100

**Dixon Ford****\$999,500****MLS# 1247526**

Truly special one-of-a-kind property surrounded by thousands of Ozark National Forest acreage and some of Arkansas' most beautiful waterfalls & trails. 80 total acres or divisible into 27ac or 53 ac parcels. Private easement access road to entire prop from CR 414. Also see MLS# 1252526 & 1252528

Contact us for details!

Stewart Nance (870) 688-7100

Wonderful 270-degree Gaither mountain-top view north to Branson & south to upper Buffalo National River.

Gently rolling hillside with multiple benches & lots of hayfield flatlands.

Give us a call to schedule a visit.

Stewart Nance (870) 688-7100

**190-acre Mountaintop****\$1,187,500****MLS# 1235058**



Mansion at the Orchard



War Eagle Mill



**Northwest Arkansas
Convenience Store**



**Restaurant & Catering
Business**



**Turn Key Home
Health Care**



**Blue Mountain
Bakery & Cafe**



**Regional HVAC
Company**



**Slice of Paradise
in Newton Co.**



**RV Park
Newton County, AR**



**RV Park
Branson, MO**



**Watercolors
Apartments & Condos**



**Centerton
Community Apartments**



Rules of money

- Pay yourself first
- Learn how to invest
- Don't be a hater of it
- Give every dollar a job
- Spend less than you earn
- Have a plan and set goals
- Don't be a slave to money
- If you have it, don't flaunt it
- Keep your finances organized
- It's a game, learn how it works
- Always have an emergency fund
- Always make money work for you
- Learn how to make money passively
- Use it to solve problems in the world
- Know how to risk it and leverage it
- Don't use credit if you don't have cash
- It's not what you make, it's what you keep