



CONTACT INFORMATION

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Associate Broker

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Dear ALBA Member,

I am writing this letter to introduce myself to those of you who don't know me and to offer my services to you when needed. Almost everyone reading this will eventually sell their business, and that's where I come in. Selling a bar or restaurant is an "art", as well as a business. The proper presentation of a business WILL result in a higher price, and better terms! Due to the efforts of Dave and Lori Delos, I have entered into an agreement exclusively for ALBA members. The following is a summary of my qualifications and the services I provide.

Qualifications of Broker: I have been a licensed real estate broker since 1968 in Chicago, Ill., and since 1975 in Arizona. I have specialized in the sale of bars and restaurants since 1972. I have sold over 200 such businesses here in Az. In 1986 I was certified as an "expert witness" in Mar. Cty. Superior Court, (Siferd vs. Firebird Raceways). The area of my expertise is the "valuation, operation, and potential of liquor and food establishments". I have testified in both Mar. Cty. And Pima Cty. Superior Courts and do work for private attorneys in divorces, partnership dissolutions, etc. About 80% of my brokerage business is with bars and liquor licenses, and 20% with restaurants.

Services offered: Professional, custom representation of your business. I never have more than 3 or 4 businesses for sale at one time. I concentrate my time and money in selling these businesses, not someone else's. Any broker that says he has 15 or 20 listings has way too many to properly represent. Be one of the few, not one of many. All of my transactions close through escrow, consent to assignments of leases are secured prior to closing, and there are no loose ends left. I will meet with you at your convenience and answer any questions you may have regarding a future sale. I'll also share a few easy, inexpensive things you can do around the business that will result in \$1000.00's more at closing.

COMMISSION: Brokers in the Phoenix area are currently getting 10-12% of the gross sales price as commission. For ALBA members only, the commission will be 8% of the gross sales price. This will be for a 180 day exclusive listing. On just a \$200,000 sale, that is AN ADDITIONAL \$4000.00 IN YOUR POCKET!

I thank you for your time and look forward to meeting some new faces, and seeing some old ones from the past. I remain,

Sincerely yours,

John E. Hoover, Jr.

American Realty Brokers, Assoc. Broker.

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