

Business Buyer Advocate.®

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Q&A: Sharpen Your Search

What you're up against:

Brokers, sellers and owners.

Buyer competition.

Poorly prepared and unrealistic sellers.

What about dealmaking during **uncertain** times?

What's to know about searching/buying during a **Seller's Market**?

Why am I **not seeing** enough of what I want to buy?

How to get **more and better** deal flow?

What about **outsourcing search**? Using/paying finders?

How to handle question of **net worth and available funds** to source the acquisition?

What about business **brokers**? Help or hinderance?

Broker management: How to stay **top-of-mind** with all the other searchers out there?

How to go about a **proprietary search** in the most efficient manner?

Are there successful **alternatives to drip campaigns**?

Who do brokers and sellers take more seriously?

Self-funded people wanting to buy a business? **Search Funders**?

What you need:

[WINNING Searcher Marketing Plan to Find Business Acquisitions](#)

- It must empower you to avoid or beat buyer competition.