

Business Buyer Advocate.®

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Jan. 5 Zoom: Answers to Questions Searchers Are Asking
> About Business Buyer Competition <



Should I avoid brokers because they create buyer competition?

How can I improve my credibility with brokers and sellers given my limited cash?

How can I know when to hold 'em or fold 'em when facing buyer competition?

How do I know if I'm competing?

What if sellers or brokers say I must beat a competing buyer's price or other terms?

What are penalties from buyer competition?

What's the most effective way to beat or avoid buyer competition?

When am I most likely to encounter or discover buyer competition?

Other than competing with me to buy a business, what other ways can buyer competition hurt me?

What should I do when sellers or brokers tell me other buyers are interested in the company I am evaluating?

How can I turn competition against itself?

I can help you create your . . .

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