

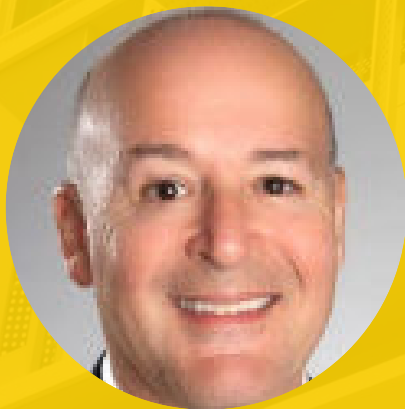
# THE BASICS OF SMALL BUSINESS BROKERAGE

Wednesday, December 9 | 9:00 AM - 11:00 AM

Only \$10 on Zoom! Optional 30-minute  
Q&A with instructor from 11:00 am - 11:30 am

## 2026 COMMERCIAL EDUCATIONAL CLASS

**Commercial & Investment Division**  
Financial Opportunities in Commercial Real Estate



**John Shamoun**  
*Johnnie Shamoun Business Broker*

### Key Class Takeaways Learning Objectives

- Basic Business Brokerage Terms
- Business Types
- Establishing value
- Differences in businesses and their differences in valuation
- What is good will?
- Inventory considerations
- Financing of businesses, both private and public
- Motivations of sellers and buyers
- Are you buying a business to get a job?



SCAN OR CLICK HERE  
TO REGISTER

Contact Carrie Crest  
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