# 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**

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.

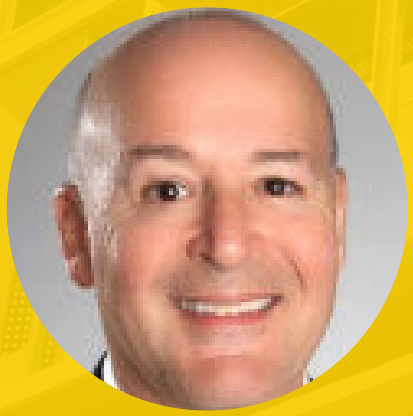
DIAMOND 2025-2026 Commercial Services Accreditation



# 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**
**carriec@srar.com (818) 947-2299**