# InBLISS<sup>®</sup> Sample Reports and Screen Shots



# InBLISS<sup>®</sup> Listing Input and Maintenance Options

Presented on the following pages are screen shots showing various input options provided by the InBLISS application. To keep our reports profile as slim as possible, these screen shots represent only a sample of the information available in the InBLISS system. For example, not shown are input screens for maintaining agent and office information, selling a listing, adding marketing commentaries, or uploading photos and spreadsheets to attach to listings.

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Listing maintenance is as easy as selecting the listing as the results of a search **1** or from the entire list of the member's listings. Simply select the listing to see additional details confirming the correct listing was selected, then click the "change" button **2** to open the maintenance screens.

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### **InBLISS Co-Broker Input Screens**

### **Co-Brokering**

Shown here is the "All-In-One" input screen which provides nearly every available input field on one screen. Even on this impressive screen several fields are not shown, including those for adding marketing commentaries, adding photos and other attachments, as well as any custom fields an association may wish to add.

The all in one page includes all of the fields typically used for a listing in the co-brokering configuration, including such fields as minimum commission amount, commission rate, three years of historical financial statements, complete real estate data such as monthly gross rent, lease terms, lease expiration date, square footage and seating

Other fields available in the co-broker version provide fields to note the basis under which a listing is being co-brokered (transaction broker, non-representation, etc), financing details available, and the seller's name and contact information.

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🕘 http://dev.inbliss.info - Listing Information Update Page 1 - Microsoft Internet Explorer			
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Listing #:         Ust123         Listing Agent         9002 Agent 2. Demo           Price:         123.000         Down Payment:         73.000	E	This is the PUBLIC page. Items shown in red are requi must complete those items b save the page.	Standard Co-Broke Input Screens
Central       Tampa Fonda         Location:       Tampa Fonda         Industry 2:       ASRICULTURAL: CROP PREPARATION         Legal Form:       Fanly Patrectly         Established:       1999         (4-digit YEAR business was sturted)       Employees:         Seller Owned:       2         (4-digit YEAR business was sturted)       Employees:         Seller Owned:       2         (4-digit YEAR business was sturted)       Employees:         Seller Owned:       2         (5) Comparison       Fanly Patrectly         Non-Compete:       2         (11) Figure 1:       10         (12) Figure 2:       Figure 2:         (13) Figure 2:       Figure 2:         (14) Figure 2:       Figure 2:         (15) Figure 2:       Figure 2:         (15) Figure 2:       Figure 2:         (16) Figure 2:       Figure 2:         (17) Figure 2:       Figure 2:	Mgrs	To save your information, cli buttons at the top of the page work and contribute entering it this page, click the "public" b To the left of the multi-line in have added a character coun many more characters you c field. Try to avoid abbreviations or whenever possible. Rememb target audience is not only of also the general public and date listing, the more likely some	Our standard input screens guide the broker along in the entry of a listing by breaking it into manageable sections. The "Public" section, shown on the left, includes almost all of the required data and most of the other fields which are typically public in nature (i.e. not con-
470     Listing Terms: 50 percent pather wanted \$50.000 down owner willing     BISINESS DESCRIPTION / EXECUTIVE SUMMARY     1699     This has been a very profitable, enjoyable business to be in 1 am wanting to move     and am looking for an aggressive, managing pather to operate and grow the     business in my absense. Step right in and start earning your money back right away.     Don't miss this opportunity to enjoy money and freedom	< ×	Longe, Nex or other source If your listing will be uploade websites have shorter descripton to include the most important in your description.	available to the public website visitor). The second screen (not shown) includes
UWNEK/OPERATOR REQUIREMENTS Check all that apply: UAbsentee Owner VFranchise Whome Based Palocatable Hours Owner Works: 45 Mon-Fri Skills Required None Training Provided Ownervy Weeks 50,000 Cost Owner's Duties 231	Seasonal		business and contact information for the seller of the business.
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Show on Web

Owne

Extra 9

Here the "financial" screen provides access to asset information, financing details, and up to six sets of financial statements. InBLISS is actually capable of allowing an unlimited number of financial statements per listing but we have found six to be an ideal number to make available. Most of our users enter from 2 to 5 sets of financial statements. Note that you can enter the information in any order and easily rearrange it later.



Up to three financial statements are entered on a single screen. Unlike most web-based systems, InBLISS allows you to enter dollar signs and/or commas as a part of the input. Light shaded boxes are automatically calculated as you enter the information. There is no "recalc" button needed to verify your results. Also, financials are entered down the columns, just as you would in a spreadsheet. Features such as right alignment, calculations, and commas reduce errors and speed input.

(Click to Add

Apply Changes

InBLISS<sup>®</sup> / OneList<sup>®</sup> Reports

SALE OF ASSETS versus ONGOING BUSINESS

the sale of distressed assets, a new opportunity, vacant land, or other co assets without a running business al part of the package. The total listic

the package. The total lis sale of assets cannot be stal of the assets include

were listing does not experifically fit the cale your insting does not specifically fit the sale assets criteria noted above, be sure to we the default option of "sale of an ongoing shess." If you choose the default option, u must enter at least the gross sales and

(ou must select one of the top three colu

the seller's discretionary as the owner's benefit).

to must select one or one may explayed to the object (specifically the annual gross sales and as seller's discretionary earnings, also known

# **InBLISS Lite Input Screens**

			_
Non	<b>Co-Brokered</b>	"Lite"	version

For those who don't plan to co-broke, the "InBLISS Lite" version also provides the entire input on a single screen as shown here. However, with a focus typically on listing and not brokering a business, the number of fields has been greatly reduced to provide a quicker input screen. Even in the Lite version, though, your members still enjoy the availability of tracking nearly 50 different standard items.

	Bus	iness Listing Det	ails		
Required Fie	lds Are Shown	in Red			
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**12** Notice how these sections don't appear in the custom input screen on the left. Input screens

**Business Listing Details** Required Fields Are Shown in Red Contact: Department, Broker ~ Listing Number: 1009 Expiration Date: (use mm/dd/yyy format) ~ Listing Status: Active Business Legal Form: Undisclosed 💌 Listing Headline: Sports Collectibles & Memorabilia - SOLD (50 character limit) Industry: Retail Trade ~ ry Category: Sporting Goods Stores 4 General Location Suffolk County, Long Island New York (75 cha County SUFFOLK 4 Here is a very unique turnkey bu iness opportunity for ~ someone who loves sports collectibles, memorabilia, and novelties. This sports retail store is over 900 sq and notheres. This spore fearms rate is over 500 sq. (et al. these stocked inventory worth over 530,000 (wholesale). The store is located in a PRIME shopping center with big name anchors. The owners purchased the business about two years ago and have been marble is there the here a canceler with the store for the center. unable to keep the business operating full time due to ENTER ONLY WHOLE DOLLAR AMOUNTS Asking Price: 125,000 Asset Values (Check if Inclu d in the A ing Price) 0 Down Payment: 75,000 Inventory: 5 - 5 Gross Revenue: 240,000 Equipment Adj. Cash Flow: 50,000 Real Estate: 👔 No 🛩 Payroll Other: Monthly Rent 2.000 Total Assets: 5 5 Seller Financing: Negotiable (60 character li Year Established: Year Acquired by Seller, 2003 Building: 1000 Sa. Feet ≠ of Employees: FT PT Mgrs Reason for Selling: Partners have unrelated businesses that take (75 character limit) priority. Mgmt/Training Support: (75 character limit) П is business relocatable? Yes 🔍 No 🔍 Not Disclosed Is business a franchise? Yes No Not Disclosed home-based business ? Yes No Not Disclosed ints (for security purposes, this opens in a new window) The following information about the business for sale is for your own (non-public) use Name of Business: Bagel King of Long Island Inc. Business Address 1 2 Address 2 CityLocation State/Province: Choose State ZP Code: Submit Cancel

### **Customized Input Screens**

InBLISS does not force you to use fields you don't need or want. Aside from just a dozen required fields, you can choose to use or ignore the remaining input fields. If you choose, you can even have a custom input screen like the one shown to the left that completely removes any unneeded fields. Another InBLISS feature shown here are custom fields. Not only can you remove fields you don't need, but InBLISS allows you to add fields you do want and which are not already a part of the standard system (gallons of gas sold, for example).

can be customized to meet your exact needs by removing sections or even rearranging the order of the sections.

• The screen on the left also demonstrates added custom fields. Here are shown Brand, Gallons, and C Store Sales to show how a broker specializing in convenience stores might wish to add detailed fields not otherwise available. With custom fields, you control the special data you track!

# **InBLISS Public Search Options**

There are many ways to present a search to a website visitor. You can take a "wizard" approach where a series of questions leads the visitor to the final answer. You can present all possible search options up front and let the visitor enter as much or as little as desired.

In some cases a combination may be preferred — with a simple search up front and an advanced search as an option.

Or perhaps your association prefers to take a more visual approach — using a map to narrow by location or a series of branching sub-menus to narrow the focus to a particular industry.

Whatever your preference may be, InBLISS can be tailored to meet your needs. On the next page are presented several examples of customized search pages. These pages can also be visited on the web at:

www.businessesforsaleus.com www.vbbb.org

Additional examples can also be seen at: www.bizbrokersfl.com www.fbba.com www.vrhi.com www.gasandcstores.com transworld.bizlink.info/business-search.asp





Searches with InBLISS can be customized to your needs. Shown at the top is a simple search with just industry, location and keywords as available choices. In the middle is a search that provides only a keyword option up front, but four other advanced search options are also presented. In addition, this site's twist is that a visitor can limit results just to new or recently changed listings.

Unique to InBLISS, at left is shown a search by location that not only allows the visitor to select a city from a map of the area, but multiple locations can be selected from the list. Note the number of available businesses in red next to each city in the list.

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# **InBLISS Public Search Results Pages**

Once a search is conducted, how will the results be presented? With InBLISS, the answer is simple — however you want them to be presented. Following are screen shots showing how well InBLISS can be integrated into your website.

Our standard display uses advanced techniques that can quickly present all search results on a single page, yet keep headings visible at all times, and begin to show results to the visitors almost instantly. InBLISS returns results so quickly, paging is not necessary with the standard display as it is with other systems. Even with a modem, results are returned quickly and efficiently. Scroll up and down through listings with ease as you keep headings in sight at all times.

Notice on the following pages how listings are integrated into the website. The address in the address bar is your own website's URL, not a third party site, building your brand loyalty. All results can be maintained within a single browser window, or open multiple windows.

InBLISS search results can be displayed in almost an unimaginable number of combinations, different languages, and different layouts. *And regardless of the option you choose, website visitors will see your address in their address bar*.

### InBLISS Integrates Into Your Site — COMPLETELY!

As you can see by each of these examples, the results of a search on your website can be customized to match your own site's desired look and feel. Not just similar, but exactly matching the rest of your site. More examples can be found on the next page.

Results default on this site to sort by listing price in descending order. Any column can be the default sort column and any column heading can be clicked to sort again.

2 Notice how the background shimmer shows through

3 This website's olive and green shades are used throughout, giving it a totally integrated look. Also notice the disclaimer added to the top.

18 matching listings	Click on a listing to se	e details				Return
Click on a column hea	ding to sort by that co Include Descriptions	dumm (click again t Listing Price	o sort in reverse ord <u>Down</u> Payment	er) <u>Gross</u>	Owner Benefit	Total Assets
4450625 - Roat Dealer Central Florida		2,750,000	2,750,000	4,355,253	404,761	2,140,000
4450639 - Electrical Contractor		2,400,000	2,400,000	2,637,500	415,768	1,038,870
4450246 - Surt/Activewear Shop South Brevert	on the beach	2,000,000	2,000,000	2,286,529	177,827	540,008
4450619 - Electrical Contractor Brevard County		•	1,400,000	1,997,680	849,932	83,000
4450645 - Landscape and Lawn	Maintenance	U	1,145,000	1,370,204	385,462	558,000
4450582 - Canvas Products Brevard SOLD		825,000	825,000	696,135	146,003	382,500
4450593 - Car Wash Major thoroughfare, close to resid SOLD!	ential Jcomm	750,000	750,000	380,090	105,220	470,700
4450530 Motorcycle Parts, Acc Service Business Central Florida SOLD!	essory and	895,000	695,000	744,123	130,511	408,093
4450611 - Septic Tank Service		500.000	600.000	712 690	110.166	222.600
	Broaching listing: Cick on a column loca A bidingty Location Horizon	Bratching listings: Click on a listing to see Cack on a column heading to see lay that co Location     Location     Location     Location     Section     Contral Florida     Location     Contral Florida     Location     South Bread     Location     Locat	Branching listings         Click on a closure hooding to start by this column (click again the click on a click again the click on a click on a click again the click on a click on a click again the click on a click on a click again the click on a click o	18 matching listings         Click on a listing to see details           Cack on a course hooding to sent by this columa (click again to sort in reverse out)         Description           A biditative         Location         Listing to see details           A biditative         Descriptions         Listing to see details           Central Floating         2,750,000         2,750,000           A biditative         2,750,000         2,750,000           Central Floating         2,400,000         2,400,000           Additions         Exercised Contractors         2,400,000           Standards-Lacating and Lawn Maintenance         0         1,400,000           Addition-Contrade         2,50,000         2,500,000           Addition-Contrade         0         1,450,000           Addition-Contrade         0         2,50,000           Addition-Contrade         0         25,000         025,000           Addition-Contrade         0         750,000         750,000           South         Hodino	Branching listings         Click on a listing to see details Cack on a colorane tooding to set by the colorani (clock again to sort in reverse order)           Industry         Industry         Drawning         Click on a listing to see details           A bidingty         Industry         Drawning         Click on a listing to see details           A bidingty         Industry         Drawning         Click on a listing to see details           A bidingty         Industry         Drawning         Click on a listing to see details           A bidingty         Industry         Drawning         Click on a listing to see details           Control         Descriptions         Listing         Drawning         Click on a listing to see details           Control         Descriptions         Listing to see details         Drawning to see details         Open control           High control         Descriptions         Listing to see details         Drawning to see details         Drawning to see details         Drawning to see details           General Control         2,000,000         2,400,000         2,600,000         2,266,528           South Breverd Control         1,400,000         1,987,880         1,370,204           Heredot Control         Black International Internanics         Black International Internanics         Description Internanics	Branching listings         Click on a listing to see details Cack on a column tooding to set by the column (clock again to sort in reverse order)           A bidingst: Location         Unchaine Descriptions         Listing to see details Price         Drawn Presented         Click again to sort in reverse order)           4 bidingst: Control Florida         Unchaine         2,750,000         2,750,000         4,955,253         404,761           4 bidingst: Control Florida         2,750,000         2,750,000         2,637,500         415,766           Howard Control Historida         2,400,000         2,600,000         2,686,526         177,827           South Breverd Control Historida         2,000,000         2,000,000         2,986,526         177,827           Addids-Locating of the Deschi Historida         2,000,000         2,986,526         177,827           Addids-Locating of the Deschi Historida         2,000,000         2,986,526         177,827           Addids-Locating of the Deschi action Devend Control Historida         1,400,000         1,987,880         848,932           Devend Control Historida         2,5000         925,000         925,000         936,135         146,003           Historida         2,000         750,000         750,000         380,030         105,220           Soute Historida         Soute Soute

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#### COLLINS & COLLINS INVESTMENTS

Click on a column heading t	lick on a listing to see details o sort by that column (click agai	n to sort in reverse orde	n		-	Return
Listing# Industry Location	Include Descriptions	Listing A	Down Payment	Gruss 🛔	Owner Benefits	<u>Tutal</u> Assets
1340101 - National Staffing Franchise Anywhere, Florida or USA	Opportunities	730,000	230,000	ASSET SALE		230,000
13-19999 - National Computer Franchi Anywhere, Florida or USA	88	125,000	125,000	ASSET SALE		
1630204 - LAWIN BIZ RESIDENTIAL North Palm Beach County		295,000	295,000	335,492	145,542	95,000
232254 - PIZZERIA Doventowa Miami		35,000	35,000	144,000	39,736	40,000
252020007 - Printing, Graphic Design Joth Louderdain	and Web Design	1,900,000	1,900,000	2,369,517	713,329	
497150 - Dollar Store Wholesale Con Viendo	DDMUX	185,000	185,000	680,000	138,524	10,000
6668947 - Equipment S & S/Trailers & entral and South Central Florida	Parts	1,433,682	290,000	6,720,000	690,000	1,198,726
559247 - Cleaning Janitorial Service knowhere in USA		19,500	19,500	90,000	57,100	20,500
659252 - Cleaning Janitorial Service		19,500	19,500	90,000	57,100	20,500
659255 - Cleaning Janitorial Service		19,500	19,500	90,000	57,100	20,200
659264 - Cleaning Janitorial Service		39,000	39,000	180,000	114,200	40,000
669269 - Cleaning Janitorial Service		39,000	39,000	180,000	114,200	40,000
559272 - Cleaning Janitorial Service		39,000	39,000	180,000	114,200	40,000
559281 - Janitorial Cleaning Service		39,000	39,000	157,600	117,400	1,000
559286 - Cleaning Janitorial Service		39,000	39,000	157,800	117,400	1,000
659289 - Cleaning Janitorial Service		39,000	39,000	157,600	117,400	1,000
040222 Loothes Weed Clath Deces	r and Definishing free					

### **4** Notice the scroll bars

Unlike other systems that require a visitor to go from page to page to page to see all the listings, InBLISS is uniquely designed to place all listings on a single page. Because of our advanced technology, listings begin to display almost immediately whether you have 100 or 100,000 listings.

By showing all listings on a single page, sorting makes sense. But notice too that the scrollbars are inside the listing space. You scroll the listings, but the headings remain on the top. Never lose track of whether a number is the listing price or the down payment!

InBLISS<sup>®</sup> / OneList<sup>®</sup> Reports



### Customization goes beyond colors

Here are two more sites that chose to customize search results beyond the standard options. In the first sample above, a broker specializing in gasoline and convenience stores chose to only display the brand of gas sold along with whether the property is included in the sale. The brand of gas is a custom field showing the flexibility InBLISS custom fields can provide.

The second example is an Hawaiian broker. Here the results are shown with most of the listings' details. Each listing result is more than a single line in a table. Rather than the minimal approach of the first example, this site chose to enhance beyond the standard view. From www.vrhi.com.



Results of search on "Miami-Dade County" gas stations (only partial page shown) From www.gasandcstores.com

Gasa	ndCStores	.com	Gas	Specializi Stations	ng in th Conven	e sale o ience St	f tores
<b>O</b>		EXON	HESS	Mobil	$\bigcirc$	SUNDCO-	
Home	About Us	Business Sea	rch Fina	ncing	Non Disclos	sure	Contact Us
	Miami-Dade						
		Listing No.	Brand	With Prop	erty		
		13860002	WESTAR	No			
		13860007	SHELL	No			
		138G0008	BROTHERS	No			
		13860010	CHEVHON	No			
		138G0028	WESTAR	Yes			
		10000000	Unbranded	Yes			
		13800039	CUEVEON	Yes			
		13800045	CHERON	Vac			
		13860046	CHEVRON	Vae			
		40000054	0.000	Veo			

After choosing a listing from the results, I used the "Next Record" (see **1** below) option to scroll through a few listings until reaching the one shown below. Note the custom fields for Gas Brand, Gallons Sold and C-Store Sales. Not only do these custom fields allow a place to enter information, but In-BLISS knows which fields are numbers and which are text. Dollar values can be shown with dollar signs and commas — even with the custom fields.

	þ	Print	Return
GasandCStores.com	Specializing Gas Stations/C	g in the sa onvenienc	le of ce Stores
GAS STATIONIC-STORE	Previous Record	Next Record	
Listing # 13860045			•
General Location MIAMI			
County Miami-Dade			
Gas Brand: CHEVRON			
2 Gallons Sold: 175,000			
C-Store Sales: \$82,500.00			
Owner's Benefit \$131,708			
Asking Price: \$1,975,000			
Additional Information:			
1 year old Chevron. Near Golden Glades interchange. 8 MPD's, food mart, diesel, pizza, can buy business only for \$225,000.			

2 VR Business Brokers Madrid - Microsoft Internet Explore			We've seen customization in
File Edit View Favorites Tools Help	1 (14 - alex -		colors and sorting options.
	· • 🗱 🖃 🏹 🖉		We've also seen customization
Address a http://espana.vrbusinessbrokers.com/		🕶 🔁 Go	used to show multiple line
Address en integrifiespaña. Arbusinesscröners.com)	Todas las actividades económicas   Todas las categorías   Todas las provincias   Set   Ocombinar cualquier palabra		used to show multiple line listings or specialized custom fields as a part of the search results. InBLISS provides even more possibilities! Here we show a site that is completely in Spanish and which displays amounts in euros instead of dollars. (Note, this site enters the listing in Spanish, they are not translated)
Oportunidades de inversión en PYMES Código     Cómo VR le puede ayudar.	(usar lo citado textualmente para buscar la frase exacta) /R: buscar		
Visite nuestra web internacional			
[Home - Mapa de la Web ] VR® Busine	ss Brokers Madrid: Tel. + 34 91 343 0308 - email: info@compraventadenegocios.com	n	
Cone Cone Concernation Concerna	🤣 Internet	.::	



Source Source Source	ir Business Business	thokers Memb	er Professional	s Info & Tools	Contact Us
inesses for Sale					
565 matching listings Click on a Click on a column heading to so	i listing to see details It <b>by that column (click a</b> j	gain to sort in reve	erse order)		Return
dustry Include ocation Descripti	e Listing 🛔 ons Price	Down 🛔 Payment	Gross 🔺 Sales 🔻	Adjusted 🛔 Cash Flow 🙀	Total 🛔
ils - Unique Aquarium Store pa Bay Area	115,000	115,000	242,234	58,482	55,00
ils - Dog Training/ Daycare ilas Park	176,000	178,000	133,815	67,944	14,50
ils - Dog Grooming jes	52,000	52,000	45,000	40,000	
ils - Pet Grooming Business les, Florida	99,000	69,000	90,500	62,320	8,75
ils - Pet Grooming ta Springs	65,000	30,000	155,117	44,598	17,00
ils - PET STORE	76 000	75 050			75.30
WHERE BUYERS & Home Businesses For Sale S Businesses for Sale	SELLERS MEE	T ess Brokers Mer	nber Profession	als Info & Tools	Contact Us
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Yet one more great feature of InBLISS, with the simple click of the "Include Descriptions" button 1, listings results show a shortened version of the listing's executive summary. With a click of the "Hide Descriptions" button 2, the view will return immediately back to the previous view — including any previously selected sort options.

## **Public Search Details**

After a website visitor has entered the search criteria, and reviewed the list of businesses matching those criteria, it's time to select a listing to see the details. With the standard InBLISS display, as a user hovers the mouse anywhere over a listing row, the row will turn a shaded color to indicate it has been selected. The user can simply click anywhere on the row to see that listing's details. (If the user does not have JavaScript enabled, this feature will not work, but the user can still click on the listing description to see the details).

The listing details page can be customized as much and possibly even more than the search results pages seen previously. Unique to InBLISS is the ability to print a listing without needing a separate "print view" page. How often do you see a website that presents information then requires that you click a special button to see a "printable page"? With the InBLISS system this isn't necessary. We have designed it so that when you print your listing details page it will be properly formatted. Buttons that appear on screen are removed from view. Background shading is also removed to save on ink for the user. Even more amazing, other parts of the report can be re-arranged to better suit a printed view. Add disclaimers that aren't shown on the screen, remove borders if they're not necessary. Add or remove advertisements. The design is left to the association's needs.



\$519 p62 \$128 p43

\$45,000

ZMarket	Sain Special	e lists:	Transworld Business www.transworldbrokers.	s Brokers com
	Build your futureToday!	970 et 1		Sunday, June 06, 20
Home Page	You may respond directly to the se this business at the bottom of this	eller of page		Return
Inmigracion	Good Cashflow Auto Det	tailing Se	rvice	
Para Inversionistas	General Location	Gainesville		
	Asking Price:	\$70,000		
Click Here	Annual Gross Sales:	\$89,361		
To Receive HS Business Listings	Ovvner Benefit: (het Profit + Owner Salary)	\$		
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Hot 25	A good profitable business specializing week) covers all of the overhead. Oil ch the development crowd of language and for	in hand wash hanges while de	and the detailing of luxurious can etailing are also currently offered four football playare. Many clienter	s. Just three contracted clients (one wash per . Operating after hours pulls in lots of trade from like to have their vehicles detailed at victor while
Hot 25 Listing By Email	A good profitable business specializing week covers all of the overhead. Oil to the downtown crowd of lawyers, profess drinking at Honters or at fine places in t still make lots of money with a full time	in hand wash hanges while de sionals, and a t the downtown a help. Mucho C	and the detailing of luxurious can etailing are also currently offered few football players. Many clients area. Pick up and delivery is offer cash!!	s. Just three contracted clients (one wash per . Operating after hours pulls in lots of trade from like to have their vehicles detailed at night while ed to select clients. While a one-man show, it will
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Hot 25 Listing By Email	A good profitable business specializing week covers all of the overhead. Oil the the downtown crowd of lawyers, profes drinking at Hooters or at fine places in I still make lots of money with a full time Number of Employees: Established in: Owner Financing Provided: Training Provided by Owner:	in hand wash i hanges while d isionals, and a f the downtown help. Mucho C	and the detailing of luxurious can etailing are also currently offered few football players. Many clients area. Pick up and delivery is offer ashi! 1 Information Not Provided As Needed	s. Just three contracted clients (one wash per . Operating after hours pulls in lots of trade from like to have their vehicles detailed at night while ed to select clients. While a one-man show, it will
Hot 25 Listing By Email	A good profitable business specializing week covers all of the overhead. Oil to the downtown crowd of lawyers, profes drinking at Houters or at fine places in t still make lots of money with a full time Number of Employees: Established in: Owner Financing Provided: Training Provided by Owner: Is Business Re-locatable:	in hand wash hanges while d sionals, and a the downtown a help. Mucho C	and the detailing of luxurious can etailing are also currently offered few football players. Many clients area. Pick up and delivery is offer cash! Information Not Provided Information Not Provided As Needed Yes	s. Just three contracted clients (one wash per . Operating after hours pulls in lots of trade from like to have their vehicles detailed at night while ed to select clients. While a one-man show, it will
Hot 25 Listing By Email	A good profitable business specializing week covers all of the overhead. Oil the the downtown crowd of lawyers, profes drinking at Hooters or at fine places in t still make lots of money with a full time Number of Employees: Established in: Owner Financing Provided: Training Provided by Owner: Is Business Re-locatable: Reason For Selling:	in hand wash i hanges while d sionals, and a the downtown help. Mucho C	and the detailing of luxurious can etailing are also currently offered few football players. Many clients area. Pick up and delivery is offer ash!! Information Not Provided Information Not Provided As Needed Yes Personal	s. Just three contracted clients (one wash per . Operating after hours pulls in lots of trade from like to have their vehicles detailed at night while ed to select clients. While a one-man show, it will
Hot 25 Listing By Email	A good profitable business specializing week covers all of the overhead. Olf the the downtown crowd of lawyers, profess drinking at Houters or at line places in I still make lots of money with a full time Number of Employees: Established in: Owner Financing Provided: Training Provided by Owner: Is Business Re-locatable: Reason For Selling: Contact Information: The telescore com	in hand wash hanges while d sionals, and a i the downtown help. Mucho C	and the detailing of luxurious can etailing are also currently offered few football players. Many clients area. Pick up and delivery is offer ashil 1 Information Not Provided Information Not Provided As Needed Yes Personal a licensed rust etate brekerland or a busine	s. Just three contracted clients (one wash per . Operating after hours pulls in lots of trade from like to have their vehicles detailed at night while ed to select clients. While a one-man show, it will
Hot 25 Listing By Email	A good profitable business specializing week covers all of the overhead. Oil the the downtown crowd of lawyers, profes drinking at Hooters or at fine places in t still make lots of money with a full time Number of Employees: Established in: Owner Financing Provided: Training Provided by Owner: Is Business Re-locatable: Reason For Selling: Contact Information: The talksdag com Nume:	in hand wash hanges while d stionals, and a he downtown a help. Mucho C mensor and a second pany and/or agent to mensor agent	and the detailing of luxurious can etailing are also currently offered few football players. Many clients area. Pick up and delivery is offer ashi! Information Not Provided Information Not Provided As Needed Yes Personal	s. Just three contracted clients (one wash per . Operating after hours pulls in lots of trade from like to have their vehicles detailed at night while ed to select clients. While a one-man show, it will
Hot 25 Listing By Email	A good profitable business specializing week covers all of the overhead. Oil the the downtown crowd of lawyers, profes drinking at Hooters or at fine places in t still make lots of money with a full time Number of Employees: Established in: Owner Financing Provided: Training Provided by Owner: Is Business Re-locatable: Reason For Selling: Contact Information: The stillseteg examp Name: Phone:	in hand wash hanges while d isionals, and a i the duwntown a help. Mucho C pany and/or agent Li m Baker 21-783-6264	and the detailing of luxurious can etailing are also currently offered few football players. Many clients area. Pick up and delivery is offer lashi information Not Provided Information Not Provided As Needed Yes Personal a licensed real estate biskerand or a busine	s. Just three contracted clients (one wash per . Operating after hours pulls in lots of trade from like to have their vehicles detailed at night while ed to select clients. While a one-man show, it will
Hot 25 Listing By Email	A good profitable business spocializing week covers all of the overhead. Oil the the downtown crowd of lawyers, profess drinking at Hooters or at fine places in 1 still make lots of money with a full time Number of Employees: Established in: Owner Financing Provided: Training Provided by Owner: Is Business Re-locatable: Reason For Selling: Contact Information: The selected esem Name: Jii Phone: 32 Agency: Ma	in hand wash hanges while di sionals, and a the downtown a help. Mucho C pany and/or agent li m Baker 21-783-6264 latchmaker Bu	and the detailing of luxurious can etailing are also currently offered few football players. Many clients area. Pick up and delivery is offer lashi information Not Provided Information Not Provided As Needed Yes Personal a licensed real estate bekenand or a butter isiness Inc.	s. Just three contracted clients (one wash per . Operating after hours pulls in lots of trade from like to have their vehicles detailed at night while ed to select clients. While a one-man show, it will us broker.

Above can be seen the onscreen listing details page from BizMarketFlorida.com. Here we see additional links in a sidebar down the left as well as buttons at the bottom to respond to the ad or return to the search page.

At the right is the same listing shown as it will look when printed. BizMarketFlorida chose to keep the color scheme as shown on screen, but notice how the side bar and the links are not shown.

The red text at the bottom is a disclaimer BizMarketFlorida chose to add to printed reports. This disclaimer isn't shown on screen.



### **Member Area**

So far we have shown only those reports and displays that are available to the general public. Association members can log in to the InBLISS system, again at an address from your own association's website, and immediately have access to hundreds of additional reports.

Each association can add specific optional forms and reports to the standard reports provided. Similar to the public views, the member service area takes on the persona of the organization. Buttons are colored to match, logos are added that match, and certain fields are modified so that terminology also matches the association's standards.

Members will feel comfortable seeing the familiar association colors and address in their browser.

At login, InBLISS provides a quick search feature, notification of new association notices and memos, as well as notices regarding the InBLISS system. A set of quick access buttons across the top of the first page provides members with an easy way to review expiring listings, work in progress, notifications, and find support options when needed.

FBBA MLS - Powered By InBLISS® from Johnson Services - M	icrosoft Internet Explorer
File Eck New Favorites Tools Help @efax	
3 Back + 🕥 - 🖹 🖹 🚮 🔎 Search 🤗 头	A 49
Address B http://login.fbba.com/	(v)
Quick Search Listings Notices	Buyere Support
Quick Search	tund a film Humber Kaddade
F88A Home Q0	Agent of Celcs Number Kity Words GO
Login Neves	O Match any 🛞 Match all
Search Listings	Microsoft Internet Explorer
Reports Menu	You have unread messages
Maintenence Menu	There are buyers that have not been assigned agains. You have listings that are on hold or in progress
Search Members	OK
Bocuments & Services Menu Free Membership in OneList® and MergerPl	ace (details here)
Sysop Page MERGER	
Log Off An Enliquenesics Place* Oxequility	Businesses For Sale US
What is <b>OneList</b> ? Check it out at:	WHERE BUYERS & SELLERS MEET
J <sup>ohn</sup> Services	BFSUS Home Login News Reports Maintenance Services Sysop Page Log Off

#### BusinessesForSaleUS.com Maintenance

Note how each association's member service area is slightly different. For the FBBA (above) and VR (below), the member service areas present the main menus on the left. At BusinessesForSaleUS, the menu is a thin bar across the top of the page. Either option is equally available with InBLISS.

istings to Maintain where the Tiber Date Sold Date Expiration Date Last Revised Stearch Add a Start End: Stearch New Listing PActive Contract Pending Pin Progress (or On Hold) Deleted Sold Expired Withdrawn

Also shown above, InBLISS will alert members to any items requiring attention when they first log in.

Home	Quick Sounds Listings	Netleer Duyers	Support		
Login News	Quick Search				
Search Listings	Listing Number(s)	Agent or Off	ice Number GO	Key Words	GO
Reports Menu				🔘 Match any 💿 Match	all
Maintonance	[ 2004 TRAINING DATES ]				
Menu	INITIAL OVYNERS TRAINING	ASSOCIATE TRAINING			
Documents &	February 23-27	February 2-4			
Services Monu	March 15-19	March 8-10			
VR Shopping	April 12-16	April 26-28			
Cart	June 21-25	June 7-9			
Sysop Page	July 26-30	July 12-14			
Log Off	August 23-27	August 9-11			
	September 20-24	September 7-9			
	October 16-22	October 4-6			
	November 15-19	November 1-3			
	December 13-17	December 8-8			

Lisungs			
Below are weeks. Click	your selected lis ck on a listing to	tings which are on hold, in update it now.	progress, or will expire within the next two
Listing #	Expires	Location	Heading
1340170	In Progress	North Central Palm Beach County	Fast Food Franchise, Palm Beach County, FL
1340550	In Progress	West Palm Beach	National Franchise Sign Company
1340552	In Progress	Miami	Leading Manufacturer of Static Control Products
1341700	On Hold	South Florida	Specially Interior Design
1341701	On Hold	Boca Raton	High End Auto Repair Business - Bosch Svo Center
1341718	In Progress	Southeast Florida	Major Niche Market Gournet Caterer
1341904	In Progress	Margate	Nail and Spa Salon
1341905	In Progress	Boca Raten	Attractive Salon Downtown Boca Raton

#### Quick Search Listings Hotices Buyers Support

FBBA Ho Login Ne Seare Listing

Reports I

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Searc

OneList

FBBA Home

Search Listings

OneList

Log Off

Home Login Searc Repo Maint Menu Docu Serve VR SI Cart Sysop Log C

Log Off

<b>Archived Notic</b>	es: 72 Total 1 Unread
6/2/2004	June 2, 2004 - Notice to members South Florida -FBBA - Bob Weinroth, President
5/4/2004	Notice of next Membership Meeting: Thursday, May 13
4/20/2004	Billing Email Address - Just Added
3/22/2004	Update on Upcoming Events through the End of May
2/26/2004	Reminder of next Membership meeting: ALL members are invited to attend our next meeting
2/26/2004	Reminder to all Offices: Some of you still have not cast your votes on the proposed By-laws
2/23/2004	Chapter Meeting: Wednesday, March 10 at 5:30 PM at Palm Aire
2/17/2004	FBBA still needs your vote on Bylaw Changes
2/1 2/2004	Welcome to the new FirstPage login screen!
1/1 8/2004	Closing Date Removed When Contract Pending Status Changed to Active
12/24/2000	Listing Maintenance Finalize Screen Updated
11/14/2003	Now Easily Scroll Through BLI Screens
11/7/2003	Public Can Now Include Executive Summary in Search Results
11/6/2003	Listing Attachments Now Available to Everyone
11/8/2003	Commas Now Shown in Financial Input Screens
10/18/2003	Sold Listings Comparables Reports Updated - Now Select Which Listings to Include
9/17/2003	New Calegories: Trade Shows and Pet Kennels
9/3/2003	New One-page Agent BLI in Web Formst
7/28/2003	Business Comparisons to help with Listing Valuation.
7/28/2003	New Sold Listing Reports
5/19/2003	Multi-Location Search Now Available to FBBA Members!
4/11/2003	New Listings Maintenance Screen Options Ease Use PART I
4/11/2003	New Listings Maintenance Screen Options Ease Use PART II
4/1/2003	FBBA Forms update - New for the desktop and web.
4/1/2003	BLISS® - The MLS Desistop Bystem released.
3/26/2003	Changes to the Counties in Artzona

The FirstPage feature presents a quick access menu at the top of the browser immediately when a broker logs in. The broker can immediately enter a listing search or choose one of the other buttons presented. Buttons are highlighted when action is required (for example, if a listing is expiring, the "listings" button will turn red).

InBLISS support is provided typically by phone or e-mail. Support contact information is also presented to the members as a part of the quick access menu.

	Quich Search Listings Netices Support
lews	Support Information
Listings	NOTE Observations the worldship a proof documents before properties a proof environ. There may be a charge if you argument
s Menu	support and the answer is readily acquired by the annual. Also, be sure you are using the latest version Microsoft Internet Explorer and have applied all Microsoft Windows updates to your computer.
nance	If you have recently installed a "Pop-Up" blocker, "anti spyware" program, or script blocker, and have subsequently had problems using Rose. Its deabling these third-pack programs before calling us for a proof. If the amiliation area again functions proved
ents & es Monu	then you will need to contact support for the third-party software that caused the problem. This site uses only "temporary session cockies."
ipping	If you experience any problems within the member services area, or need technical support <i>not covered in the manual,</i> contact Doug Perreault at Johnson Services:
Page	E-mail: doug@johnsonservices.com Phone: (813) 677-0912
ineren Kr	Fax: (913) 677-1674
	To send us suggestions for new features or changes you would like to see, please complete our Feedback form.
	For membership-related services, contact your association.
	For any other questions related to this website, contact ion Johnson at: E-mail: <u>jon@gohnsonsenvices.com</u>
	Phone: (727) 561-9333 Fax: (727) 561-9337

InBLISS<sup>®</sup> / OneList<sup>®</sup> Reports

VR has s	sold more businesses in North America tha	an anvone ®
Ime		
nin News		
Repo	nt Options:	Reporting options can be
Advan	iced Search of Agent / Broker Directory	customized to the association's
ports menu 50	Id Listings Office	needs. In addition to the reports
mo	Reports Directory	highlighted elsewhere in this
cuments &	CS Industry Affiliate	publication below are typical
rvices Monu	in the second seco	membership directory and
Shopping (1	/IR Codes)	office directory screen views
Co	mmission Tab-Delimited	highlighting the amount of
C C	odes List Office Address List	information available for each.
10m	Listings Tab-Delimited Statistics Agent E-Mail List	
Member	ship Directory	
ABINAJEM, CHARBEL	More Info	
VR Business Brokers of SW Florida		
5629 Strand Blvd., Suite 409 Nacles B., 34110	Southwest Florida Chaoter	
Office Phane: (239) 277-1662	(	Office List
Office Fax: (239) 277-1048	1st Choice Realty Services, Inc.	More Info
Other Number:	Robert McKenna 5014 US khun 19	Tampa Bay Chapter
Domain: <u>www.vrlfa.biz</u>	Suite 200	Phone: (727) 849-1119
	New Port Richey, FL 34652	Fax: (727) 844-7423 ToliFree/Other: 1-666-248-7653
ALBACETE, ALFONSO		EMail: budman4607@aol.com
1625 N COMMERCE PARKWAY, \$315	A. Jones & Associates, Inc.	More Info
WESTON, FL 33326	2015 NW 13th Street	Office Number: 730
Office Phone: (954) 389-6161 Office Fax: (254) 380-6195	Suite 302 Gainesville, FL 32609	Phone: (352) 514-3414 Fax: (898) 415-1263
Cell Phone:	Utabala success interaction on the	EMail: anita@jonesaa.com
Other Number:	ALL BUSINESS BROKERS INC	More lefe
	Larry Perla	Central Florida Chapter
	4260 Lake Underhill Road Suite C Orlando, FL 32803	Office Number: 495 Phone: (407) 895-6090
101 LAQUINTA PLACE		Fax: (407) 895-9953
ST AUGUSTINE, FL 32084	website: www.haproperces.com	EMail: [perla@bellsouth.net
Office Phone: (904) 825-1911 Office Fax: (904) 825-2322	Alliance International Brokers, Ll	LC More Info
Cell Phane: (386) 916-6328	Javier A. Rodriguez 536 Biltmore Way	South Florida Chapter Office Number: 261
Other Number:	Coral Gables, FL 33134	Phone: (305) 460-0045
		Fax: (305) 675-0607 EMail: javier@dxpert.com
ALBURTUS, KEN	AMERICAN BUSINESS BROKER	(S More Info
24671 US HWY 19 N #430	STEVE W. RIETBERGEN	Southwest Florida Chapter
CLEARWATER, FL 33763	FORT MYERS, FL 33919	uttice Number: 924 Phone: (239) 425-0677
Office Phone: (727) 793-0090	Website: www.ebookers.com	Fax: (239) 425-0679 FMail: abb@abbokers.com
Cell Phone: (727) 492-9059 Cell Phone: (727) 492-8014	AMERIVEST RUSINESS BROKE	RS INC
Other Number:	Frank Rubin	South Florida Chapter
	5455 N. Federal Hwy Suite 1	Office Number: 134 Phone: (561) 989-9375
Allen, Gary	Boca Raton, FL 33487	Fax: (561) 988-1612
2011 Tamiami Trail North	Website: www.amerivestbusiness.com	TollFree/Other: (800) 276-5770 EMail: info@amerivestbusiness.com
Naples, R. 34103	AWARD BUSINESS BROKERS F	FL, INC. More Info
	ROGER B. WOZNIAK	South Florida Chapter
	1201 U.S. HWY ONE, SUITE 220 NORTH PALM BEACH, FL 33408	Office Number: 185 Phane: (561) 626-1200
		이 이상 방법 이 것은 것 같은 것은 것 같은 것 같은 것 같은 것 같은 것 같이 있다.

InBLISS<sup>®</sup> / OneList<sup>®</sup> Reports

Johnson Services.com, Inc.

### VR BUSINESS E



VR Business Brokers VR BUSINESS BROKERS - NAPLES, FL 5629 Strand Blvd, Suite 409 Naples, FL 34110-7382 Phone: (239) 596-8200 Fax: (239) 596-8202			
VR BUSINESS BROKERS - NAPLES, FL 5629 Strand Blvd, Suite 409 Naples, FL 34110-7382 Phone: (239) 596-8200 Fax: (239) 596-8202			
Phone: (239) 596-8200 Fax: (239) 596-8202 Slick Here for Our Web Home Page Slick Here for Our Office Listings E-mail ABOUT VR BUSINESS BROKERS - NAPLES, PL			
• Click Here for Our Web Home Page			
Click Here for Our Office Listings			
• E-mail			
<sup>NR</sup> I Brokers of SW Florida is committed to helping businesses change inally. We serve buyers and sellers of small to mid-sized privately ises (650,000 to \$100 million). At any given time about 25% of all the businesses are located between Marco Island and Tampa. Our office is internationally staffed, multilingual and experienced on many aspects of immigration visas. Same of our businesse brokers have loved, worked and traveled around the world and speak English, Spanish, Italian, Franch, Portuguese, Arabic or German. We have sold over 100 businesses where the buyer secured a US wisa (5-28, L1 or H1-B) as part of the transaction. Our professionally trained business intermedinaries will guide you through the often complex process of succession planning, valuing, selling or buying a business or franchise. We are your resource of asset lenders, venture capital angels and outside merger & acquisition (M&A) professionals; transaction, immigration and ESOP attracys; transaction CPA's and financial davisors at Dustice Bank Ave Brown and Merrill Lynch allow us to produce hasels fee 'turnkey'' business brokerage service to our clients. Our service is comparable to what publicly traded companies receive from their Wall Street investment bankers. No other business brokerage in our market can make this claim.			

Provide the public and members with as much or as little detail as desired on each member's office and on individual agents and brokers. Here we see a sample office page from VR Business Brokers. Included is the list of the staff<sup>1</sup> (which each link to the person's bio) as well as links to the company website, e-mail and listings<sup>2</sup>. Room is provided for an extensive background description on the office<sup>3</sup>.



Give the public added confidence by providing a professional bio page including complete contact information, links to the member's listings and even photos.

This page from the Valley Board of Business Brokers is easily reached from the broker link on their website at www.vbbb.org.

Listing statistics are an important part of any MLS system.

For association or organization administrators, statistics are available on listings per office or per member. For the office administrator, statistics can be reviewed for the office as a whole, or on any particular agent.

Any logged in user can see his or her own detailed statistics as well as a summary of active listings by industry. Each report allows a drill-down to the underlying data.

Need to compare this year's sales to last year's? Need to refresh your memory as to what the 6 sales are that you made last quarter? This information is all a click away.

#### Summary Listing Statistics For Agent 99802: Demo 6789012 Agent 789012345 As of: 11/7/2005 12:22:07 PM

	Print	Return
-		
View	#	Value
Currently Active Listings	6	410,345
Listings Currently Under Contract	0	0
Total Activ	/e Listings 6	410,345

Businesses Sold or Listed by Demo 6789012 Agent 789012345									
	Not Co. B	rokorod		Co-Brokei	ed Sal	ales Total Calif. Listi			
	NOLCO-D	IUKEIEU	Sold	by Others	Lister	d by Others	TUCAL	Solu Lisungs	
	#	Value	#	Value	#	Value	#	Value	
YTD 2005	0	<u>0</u>	0	<u>0</u>	0	<u>0</u>	0	0	
YTD 2004	0	0	0	0	0	0	0	0	
Total 2004	0	0	0	0	0	0	0	0	

Pictured here is a sample of listing statistics by industry. Get these statistics either for the organization as a whole, or one's own office. Drill down with one simple click to see the active listings for any industry.

Like all reports in InBLISS, this report prints without the need of a separate printable page.

#### Summary Listing Statistics As of: 11/7/2005 12:27:56 PM

		Office Only	Print	Return	
<u># Listings</u>	Industry ID	Industry			
8	<u>01</u>	ACCOUNTING			
5	<u>02</u>	ADVERTISING			
5	<u>03</u>	AGRICULTURAL			
4	<u>04</u>	NEWSPAPER/MAGAZINE	В		
6	<u>05</u>	RECREATION			
21	<u>06</u>	ANIMALS/PETS			
4	<u>07</u>	INTERNET RELATED			
2	<u>08</u>	ANTIQUES			
2	<u>09</u>	APPLIANCES			
3	<u>10</u>	ART			
97	<u>11</u>	AUTOMOTIVE			
2	<u>12</u>	AVIATION			
81	<u>13</u>	BEAUTY/PERSONAL CAR	E		
1	<u>14</u>	START UP BUSINESSES			
26	<u>15</u>	MARINE RELATED			
25	<u>16</u>	CARDS/GIFTS/BOOKS			
1	<u>17</u>	FIREARMS			
3	<u>18</u>	BUILDING MATERIALS			
4	19	PHOTOGRAPHY			

### Listing Statistics Report

#### Office Demo998: Better Business Broker - DEMO OFFICE

Beginning	A/1/2005	ending	9/28/2005	Submit	Return	
(use mm/dd/yyyy format for dates)						
Note: Cont	tact <u>info@johnso</u>	nservices	.com for statistic	s prior to 09	/01/2003	

(Complete statistics are only available beginning 09/23/2002) Search Ending Date must be within 180 days of beginning date

SUMMARY Demo Business Brokers Association							
	Views:	E-Mails					
Public	2	n/a					
MLS Users	173		5				
Total	175		5				

SUMMARY Better Business Broker - DEMO OFFICE								
	Views:	E-Mails						
Public	1	n/a						
MLS Users	32	5						
Total	33	5						

		VIE	WS BY LIS	TING NUMB	ER		
Lioting		Tatal	Public	: Views		MLS Users	
Number	Description	Views	Main Site	Link Backs	Me	Others	E- Mails
<u>1103837</u>	Advertising agency	5			1	4	
<u>1231265</u>	AUTO - GENERAL REPAIRS	2				2	
<u>1232003</u>	TRANSMISSI SHOP	1				1	
<u>1341005</u>	Window Tinting/Signs & graphics- S. Florida	1			1		
<u>1389017</u>	C-Store Only	6			2	4	
<u>1469101</u>	Gourmet Food Market	3				3	
<u>1819069</u>	Marketing Communicat Firm	1				1	

Do you know how many people have looked at your listings? Can you tell a seller how many times the listing has been seen? Listings statistics available in InBLISS provide the answers. Not only can you view how many times a listing has been seen by the public, but you can also see at a glance how many times other members have seen your listings and whether they have e-mailed a copy of the listing to anyone.

Get statistics by agent, industry, or time frame. See how many MLS users simply viewed your listings, and how many were interested enough to send an e-mail to the buyer.

#### Listing Statistics Report Listing #: 1340169

Beginning 1/29/2004 Change 4/20/2004

SUMMARY					
	Views:				
Public	315				
MLS Users	74				
Total	390				

MLS Users Who Have Viewed This Listing						
Member Number	Name	Views				
13401	Spallitta, A. Charles	37				
13405	Gonzalez, Angel	2				
13499	Murphy, Curran	4				
138015	BREES, ALBERT	1				
17209	GEBAUER, PETER	3				
17703	PRESTON, JOHN	2				
18863	WAGENBLAST, VICKI	2				
19329	CONNORS, DOUG	5				
19801	FINKEL, MIKE	5				
21 001	WEINROTH, ROBERT	3				
25001	Pont, Howard	3				
25202	Duenas, Michael	2				
71707	POLLEY, LYNN	2				
81102	Fields, Mark	1				
87803	RAAB, MIKE	2				

Do you have a listing that seems to be very popular with association members? Click on a linked listing to see details on which members have viewed your listings and how many times they have done so within the date range selected. Now you have the information at your fingertips to find out which members are interested so that you can follow up on that interest.

### InBLISS<sup>®</sup> / OneList<sup>®</sup> Reports

# **Sold Listings Reports**

InBLISS retains the entire listing information for every listing sold providing an invaluable resource to the association's members. With details available on all comparable listings, a member can make intelligent choices about which businesses to include or exclude from comparables reports. In addition to businesses that have already been sold, a broker can make comparisons to similar businesses currently listed by the association members. To provide even more depth to the data available, InBLISS includes government data covering thousands of active businesses based on NAICS classifications.

Together, NAICS general overview reports, sold listings comparables and active listings comparables provide a comprehensive basis to assist the seller and the broker in determining a likely selling price for a business.

Similar to the extensive search options available for active listings, the sold listings database can be searched by such typical criteria as location, industry, listing price, selling price, gross sales as well as more detailed criteria such as whether real estate was included in the sale or if the business was seasonal or home-based.

	Advanced Search by Area									
Change to	Local Area Search		Search All Areas							
Continent	North America	~								
Country	United States	~								
Regional Area	South: Atlantic (DE-DC-FL-GA-MD-N0	C-SC-VA-WV) 🔽								
State / Province	Florida	*								
Intrastate Region	Tampa Bay	*								
County	Pinellas	*								
Industry:	All Industries									
Category:	All Categories 👻									
Listing Price:	0 то:		All 🛛 🔽 SBA Pre-Qualified							
Down Payment:	0 то:		All 🛛 🖌 3rd Party Financing							
Annual Sales:	0 то:		All 🛛 🖌 Franchises							
Owner Benefit:	0 то:		All 🔽 Absentee Owner							
Total Assets:	0 то:		All 🔽 Relocatable							
Key Words			All 🛛 🖌 Home Based							
or Phrase:	(use quotes to search for an exact phra	ise)	All 🔽 Seasonal							
Listing Number:	Agent Number		All 🛛 👻 Real Estate Included							
Sold Between	and	(mm/dd/yyyy)	All 🔽 Real Estate Available							
Include 🚺	Sold Active Contract F	ending								
	Search									

Sold Lis	tings Reports
Demo Customer 123 Main Street Philadelphia PA 02031	Seller's Name and address (to be shown on industry profile report)
✓ Industry Profile	Provides a summary of selected financial ratios and other summary data pertaining to the sold listings that match the criteria provided. Graphics provide visual summaries.
Sold Businesses Comparables Report	Provides summary and average values on individual matching sold businesses, including average Gross Sales, selling price, and Owner Benefit, along with ratios on these values.
☑ Active Listings Comparables Report	Same as previous report, but bases the information on listings which are still on the market instead of businesses which have already been sold.
Sold Business Detail Data Note: This report can only be printed separately from the other reports.	Reports the details from which other reports are created. For each matching listing, shows such details as the original listing price and down payment, actual selling price and actual amount down, date listed, date sold, days on market, gross annual sales, selected asset information and Owner Benefit.
	Preview Return

The sold listings reports begin with a search to narrow results to the most likely matching businesses. The results can include businesses that are still on the market as well as those that have already been sold. **1** 

After selecting the exact listings to be included in the sold listings reports, the choice is made of which reports to produce. Note that space is provided to enter a name and address? (or even include a description for "What If" reports).

The sold business detail report is similar to the active listings reports and provides detailed data on each included business. This information can be used to produce an Excel spreadsheet, an e-mail to send the potential buyer or seller, or even to review or print the details on each included business.

6	13 matching listing Click on a listing to a order)	s see details. Click on a co	olumn headi	ng to sort table by that c	olumn (click again to rever	50 Rep	orts Return	Refine			
Inci?	Only CHECKED item	s are included in report	ts Items in re <u>?</u> Status	ed indicate actual sale	Down Ask	Gross	Owner Benefits				
	RESTAURANT		Date Sold Active	135 000	100.000	M seesa		209 792			
	2 PANO ITALIAN RESTAL	RANT	Sold	89,000	49,000	360,000	81,155	70,000			
	NARD	RANT	10/14/2002 Sold	50,000 300,000	50,000 90,000	836,000	192,000	70,000 179,500			
	North Paim Beach County 242-6600 - ITALIAN RESTA	URANT	3/14/2003 Active	185,000	155,000	1.200.000	427.000	179,500			
	Lake Worth, Florida 1469107 - Italian Restaura	ut	Active	1,000,000	1,100,000	ACRET O	ALE	1,230,000			
	Broward County 144126 - ITALIAN RESTAU	ANT & PIZZERIA	Active	450,000	225.000	631,416	206,887	357,000			
	MEST DELRAY BEACH 144127 - ITALIAN RESTAU	ANT & PIZZERIA	Active	175.000	85.000	34,594	7,891	197,000			
	MARGATE 123-1323 - Italian Rest.loca	ited in busy shopping ce	enter Active	59.500	49.500	ASSET S	ALE	70.000			
	1862294 - Italian Restarau	nt	Active	150,000	100,000	340,000	63,000	325,000			
	1862299 - Italian Restaura	ut	Sold	225,000	225,000	738,000	130,275	305,000			
	1819038 - Gorgeous upsc	ale ristorante and loung	e Active	175,000	200,000	1,364,713		610,000			
	PL. LSUGERGER 1231343 - RESTUARANT		Active	199,500	99,500	500,000	93,870	90,000			
	2426800 - Italian Restaura	nt	Active	650.000	325.000	1,313,079	280,711	550,000			
	Boos Raton, Florida 1385006 - Italian Restaura	ut.	Sold	349,000	149,000	600,000	110,375	360,000			
	EAST CENTRAL EROWARD 1385006 - Italian Restaura	COUNTY	To(19/1999 Sold	326,000	200,000	600,000	110,375	360,000			
	EAST CENTRAL BROWARD 1230872 - ITALIAN RESTAU	E		9 matching lis	stings						
	N.W. BROWARD			Click on a list	ng to see details. Click	con a column h	reading to sort table t	w that column (click)	again to Report	s Return	Refine
	1980127 - ITALIAN RESTAU			reverse order)	-						
	1980127 - ITALIAN RESTAU West Broward 1231081 - ITALIAN RESTAU			reverse order) Only CHECKE	D items are included in	n reports Nems	s in red indicate actu	al sale values and c	lates		
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When results of a search are first returned, they include all matching listings (13 sold matches in this case<sup>1</sup>). The member can then review the results, click on a listing to see the details and then decide which listings to exclude from the final reports by unchecking the appropriate check box<sup>2</sup>. After sorting the listings, the final results are shown, in this case with 9 sold listings<sup>6</sup> and 7 active listings.

If the member reviews the reports and then decides the selected comparables are not exactly a desired sample, simply returning to the search page or to this results page allows the member to further refine the selection. Reports can be prepared sorted on any of the column headings shown (for example, date sold, original listing price, actual selling price, amount down, or the discretionary earnings).



Once the member is satisfied that the correct comparable businesses have been selected, a click of the reports button brings up the screen shown on the left. All reports are shown at once in an easy to follow display. Each report is separated by a red line. Note the professional layout and the associationselected shading for the alternate rows on the reports shown on screen. Graphs are included in the Industry Averages Report to provide visual feedback to the seller. The Sold Businesses Comparables Report includes not only the standard data from the database, but also days on the market and ratios such as original listing price to actual selling price, selling price to gross sales and selling price to discretionary earnings.

Many times there are businesses currently on the market that are also excellent sources for comparables reports. If the member chose to include active listings, the Active Businesses Comparables Report<sup>1</sup> will include these businesses with ratios that make sense in the context (such as percent down payment requested and listing price to discretionary earnings)

Continuing the logical design of the InBLISS system, if the member wishes to print these reports, it's as simple as clicking on the Print button<sup>(1)</sup> provided (or choosing File>Print from the browser's menu).

Throughout the InBLISS system, one never needs to click on a special link to provide a print version of a report, yet reports will print professionally without looking like a web page.



Printed comparables reports properly separate by page and include footers on each page that identify the client or remarks (as entered by the member when preparing the reports). Footers also identify the member who prepared the report (which is taken directly from the member's record). As shown, the graphs print in full color but shading has been reduced to make data easier to read.

			Down	Lis MActual Price	Annual Sales (GAS)	Doner Benefit	Inventory	Rea Estab
	Days on Market	Actual Price	Actual Down	% Down	Price/0AS	Price/Domen Benefit	FFE	Tota Ass eb
	10/14/2002	\$89,000	\$49,000	1,48	\$350,000	\$81,155	\$1,000	
31209	18	\$10,000	\$50,000	83.33 %	0.17	0.74	\$50,000	\$70,000
	3/14/2003	\$300,000	\$90,000	1.02	\$800,000	\$102,000	\$500	
2087	169	\$185,000	\$155,000	83.78%	0.22	99.0	\$167,000	\$179,500
	8/01/2000	\$50,000	\$49,500	1.14	\$400,000	\$80,300	\$2,000	
UBC2		\$70,000	\$40,000	57.14%	0.18	0.87	\$50,000	\$100,000
0127	8/2/2001	385,000	\$85,000	1.10	\$360,000	\$97.500	\$1.500	250.000
	76/2011	\$105.000	875.000	107	5702.020	\$100,000	30,000	400,000
81081	17642001	\$100,000	851 100	29.20.1	0.95	1.00	\$100.000	9105 000
	11162001	6100.000	0100.000	100	E061-016	647.130	817 304	0100,000
31102	11/10/2001	\$100,000	\$100,000	100.00.3	0.99	010 200	911201	9170-001
	126/2013	\$150,000	\$100,000	130	9952 100	6953 554	94000	0110,000
8075	310	\$259,000	3269,000	100.00 %	0.32	1.00	355,500	392,000
	505/2004	\$95,000	\$95,000	183	\$338,000	\$10,056	35,000	
2224	349	\$82,000	\$80,000	85.95 X	0.27	1.14	\$50,000	\$50,000
	400/2004	\$225.000	\$225,001	129	\$738,010	\$130,275	35.000	
2200	104	\$175,000	\$175,000	100.00 %	0.24	1,24	\$100,000	\$107,000
	1209 2087 0872 0872 0127 1081 1102 8075 2234	1200 110773202 1277 2007 127000 2007 20000 20172 80012000 20172 80012000 1001 74/2001 1001 17/152001 1002 12/05201 1002 12/05201 1002 12/05201 1003 12/05201 1004 12/05201 1005 12/05200 1005 12/05200 1005 12/0500 1005	1200         101/102/162         400/102/162           101         98/02/000         85/02/000           20267         25/02/000         85/02/000           2027         25/02/000         88/02/00           2027         25/02/000         88/02/00           2027         25/02/000         88/02/00           1027         45/02/000         816/02/00           1107         45/02/000         816/02/00           1107/02/04         516/02/00         816/02/00           1107/02/04         516/02/00         816/02/00           1204         516/02/00         85/02/00           1204         516/02/00         85/02/00           1204         516/02/00         85/02/00           204         52/02/01         85/02/00           204         52/02/01         85/02/00           104         517/52/00         85/02/00	Total         Secure         Secure         Parallal           1019         1019/2002         Secure         Parallal           2009         1019/2002         Stop 2000         Parallal           2009         1019/2002         Stop 2000         Parallal           2009         201/2002         Stop 2000         Parallal           2017         201/2002         Stop 2000         Parallal           1107         201/2002         Stop 2000         Parallal           11012         111/17/2001         Stop 2000         Parallal           11012         111/17/2001         Stop 2000         Parallal           11012         111/17/2001         Stop 2000         Parallal           1204         Stop 2000         Stop 2000         Stop 2000           1204         Stop 2000         Stop 2000         Stop 20	Total         Statuto         Statuto         Statuto         Transmit           100         101%2025         Statuto         Statuto         Statuto         Tatuto           2007         110         Statuto         Statuto         Statuto         Tatuto         Tatuto           2007         150         Statuto         Statuto         Statuto         Tatuto         Tatuto           2007         Statuto         Statuto         Statuto         Statuto         Tatuto         Tatuto <td< td=""><td>Total         Section         <thsection< th=""> <thsection< th=""> <thsec< td=""><td>Torving 100         Wind 100</td><td>Horizabic         Biological         Biologic</td></thsec<></thsection<></thsection<></td></td<>	Total         Section         Section <thsection< th=""> <thsection< th=""> <thsec< td=""><td>Torving 100         Wind 100</td><td>Horizabic         Biological         Biologic</td></thsec<></thsection<></thsection<>	Torving 100         Wind 100	Horizabic         Biological         Biologic

Florida Business Brokers Association
Active Businesses Comparables Report
Description of the second second second

industry & Business Type	Listing Number	ListPrice	Down	Oross Annual Sales (GAS)	Donar Benefit	Inventory FFE	Real Estate
noncer (Pre			% Dawn	Price/GAS	Price/Owner Benefit		Total Ass ets
RESTAURANTS	2434602	\$300,000	\$300,000	\$1,000,000	\$210,000	\$15,000	
ITALIAN RESTAURANT	2420000		100.00%	0.30	1.43	\$225,000	\$235,000
RESTAURANTS ITALIAN RESTAURANT	2425600	\$850,000	\$335,010 50,00%	\$1,313,079 0.50	\$280,711 2,49	\$25,000 \$400,000	\$510,000
RESTAURANTS ITALIAN RESTAURANT	1882294	\$150,000	\$100,000	\$340,000	\$13,000	\$2,200	\$225,000
RESTAURANTS ITALIAN RESTAURANT	1231343	\$109,500	\$00,500	\$500,000	\$03,870	\$10,000	\$20,000
RESTAURANTS ITALIAN RESTAURANT	144125	\$450,000	\$225,000 50,00%	\$631,418 0.71	\$208,887 2.18	\$7,000	\$357.000
RESTAURANTS ITALIAN RESTAURANT	144127	\$175,000	\$85,000 48,57%	\$34,594 5.05	\$2,891 22,18	\$7,000 \$100,000	\$197,000
RESTAURANTS ITALIAN RESTAURANT	1819098	\$350,000	\$200,000 57,14%	\$1,364,713 0.26		\$10,000 \$300,000	\$610,000

Prepared for: Potential 188A Member 123 Main Street Philadelphia PA 02031 ed by: Frank Rubin AMERIVEST BUSINESS BROKERS, INC. S465 N. Federal Hwy Suite I Boca Raton, FL 33487

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Arca Major mutany 133. Miscenaneous Store Rea	11010		Page 1 of :
	This Business	NAICS 453 Common Size	Difference
Income			
Gross Sales	0	100,000	(100,000
Less Cost of Goods Sold	0	64,130	(64,130
Gross Profit	0	35,870	(35,870
Operating Expenses			
Officer/Owner Salary & Fringe Benefits	0	2,860	(2,860
Payroll Expense	0	11,580	(11,590
Repairs	0	590	(590
Bad Debts	0	200	(200
Rent	0	4,080	(4,080
Licenses & Taxes	0	1,860	(1,860
Interest	0	1,280	(1,280
Charitable Contributions	0	20	(20
Depreciation/Amortization	0	1,550	(1,550
Advertising	0	1,670	(1,87)
Other Deductions	0	8,670	(8,670
Taxable Income	0	1,510	(1,510
Less Income Taxes		390	(390
Net Income (Loss)	0	1,130	(1,130
Add to Net Income:			
Interest	0	1,280	(1,280
Depreciation/Amortization	0	1,550	(1,550
Income Taxes		380	(380
Earnings Before Int/Depr/Taxes/Amort (EBITDA)	0	4,340	(4,340
Add to EBITDA:			
Owner Compensation & Fringe Benefits	0	2 680	(2.08)

As part of producing a comprehensive analysis on a potential listing, or to better understand the business ratios for the seller's industry, the NAICS reports give a general background on what national businesses are reporting to the government. A member only needs to choose the NAICS category to produce the quickest report available, shown on the left. Without entering the data for the subject business, comparisons are not available, but useful information is still presented for the industry.

Print

**Components of Owner Benefit** 

for this business

2.68%

Return

Page 1 of 2

Owner Salary 32,14%

#### What do the numbers mean?

Profit / Loss Comparisons: The comparative profit / loss statements help you to compare yo as reported on a US federal level. The industry statistics were or reported by 109,364 corporations.

1. This business: This column represents the information you

Taking the same report just produced but adding information from the tax return or financial statement of the subject business, a new comparison report is produced with graphs that help visually show the comparison between the subject business and the industry as a whole.

As with all reports in InBLISS, the layout onscreen is professionally designed and scrolls easily. Yet, with the simple click of the Print button, the report is printed on two pages properly formatted without the unnecessary buttons or lines required on the screen. (see next page for the printed versions)





	This Business (2000 Tax Return)	NAICS 453 Common Size	Difference
Income			
Gross Sales	1,185,000	1,185,000	0
Less Cost of Goods Sold	700,000	759,941	(59,941)
Gross Profit	485,000	425,059	59,941
Operating Expenses		accord	
Officer/Owner Salary & Fringe Benefits	85,000	33,891	51,109
Payroll Expense	150,000	137,223	12,777
Repairs	16,000	6,992	9,008
Bad Debts	0	2,370	(2,370)
Rent	24,000	48,348	(24,348)
Licenses & Taxes	5,000	22,041	(17,041)
Interest	2,500	15,168	(12,668)
Charitable Contributions	500	237	263
Depreciation/Amortization	17,500	18,368	(868)
Advertising	0	19,790	(19,790)
Other Deductions	25,000	102,740	(77,740)
Taxable Income	159,500	17,891	141,609
Less Income Taxes	60,000	4,503	55,497
Net Income (Loss)	99,500	13,388	86,112
Add to Net Income:			
interest	2,500	15,188	(12,668)
Depreciation/Amortization	17,500	18,358	(868)
Income Taxes	60,000	4,503	55,497
Earnings Before Int/Depr/Taxes/Amort (EBITDA)	179,500	51,427	128,073

Selected Pill Values	Companyore	d Owner Benef	ir .
Selected Fit. Values	for this	business	
The ref lacks alluk Coverseret	Taxet 53 CEX Desincation 0 CEX 10 CEA 10 CEA		Drhur, Ad, 2005 Danier, Schrig 22,14 N
-	This Business (2000 Tax Return)	NAICS 458 Common Size	Difference
holane Amerikasi	1185.000	1185.000	
Locs Cost of Boods Sold	700,000	750.041	60.041
Gross Profit	485000	425,059	59,94
Counting Eveness			
Officer/Denser Solary & Edwar Bonefer	95,000	12.904	61.101
Barrell Emerge	550,000	112,229	11 773
Daraire	15.000	6992	9.001
Bad Fabric	10000	2 3 20	0.320
Part	24/000	42,342	04.249
Licenses & Taxes	5000	22.041	(12.041
Internet of Lands	2,500	15 168	d11.685
Charitable Contributions	500	917	200
Dennes intige (Amortination	17 400	10,360	0.60
ådjertiska	0	19,790	(19,790
Other Beductions	25000	102740	(27.740
Tarable borroo	159,500	17,891	141603
Less home Taxes	60000	4503	55.49
Net Income (Loss)	39,500	12,368	86,112
Add to Net Income:			
Internet	2.500	15,168	(13,665
Depreciation (Amortization	17 500	18,358	668
hoome Taxes	50,000	4503	51,493
Earnings Before Int/Depr/Taxes/Amort (EBITDA)	179,500	51,427	128,07
Add to EBIT DA:			
Owner Compensation & Etinge Repetits	85.000	338BI	51.10
	20.000	00001	V 1.1 V
Other Adjustments	D		
Other Adjustments Net Owner Benefit	D 284,500	85,318	179,183

#### Profit / Loss Comparisons to Industry Standards NAICS Major Industry 453: Maseitaneous Stere Rebailers

Here is the printed version of the NAICS comparison report. Note the headers and footers that print on each page, and the fact that any web buttons are not shown.

Page two of this report includes an explanation of what the numbers mean on this report and the methodology used to generate them.

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	Page 2 of 2
What do the numbers mean?	?
Profit / Loss Comparisons:	
The comparative profit / loss statem averages as reported on a US federa and loss values reported by 109,364	ents help you to compare your brainest earnings against industry I level. The industry statistics were compiled by averaging the profit corporations.
1. 7%/s bus/ness: This column repr been verified or audited by the br	resents the information you provided to your broker. The information has not over and has been entered into this report solely for your own use.
<ol> <li>MillCS converses with the control Revenue 5 comparisons with your can built of groups saids with yours can built of groups saids with yours saids as a \$75,000 and net portfor \$25,000 \$25, not income. Then, if you net \$150,000 in saids, hits saidy on \$112,500 in expense said net pr comparisons but keep in mind the too list the returns. The mix of too not provide the bad comparison.</li> </ol>	miniprovential government compiled attribute based on corporate tar returns evide. This number takes becomered to a common date for incasy was. "Common Stef" means that all the numbers area changed to percentage as at 100 %, for example, a basic hose with gross cales of 1010000, expenses to compare the basics area of the number cales of 1010000, expenses and to compare the basics with gross cales of 1010000, expenses and els compare the basics control for another basics data poly multiplie the 3100,000 by the percentages to amber at 100,000 expenses of ed 5027,800. Common size of batterents are not bein used to motive galake at 630%, Motiono 1 and other Fortune 500 comparises are included because they provide that the Induced in any set of stan dard industry comparisons may frequenties.
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Prepared for	Empired By:
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Producing the standard detailed reports for either active or sold listings is as simple as clicking on the "View" or "Save as Excel" buttons shown above. The default columns that will be included are already checked off that produce a formatted report that fits nicely on a regular sheet of paper. For those wishing to review the most data possible, selecting every field and then saving the report to Excel provides a complete basis for nearly any analysis desired.

Reports available from this screen are extremely flexible. Including the executive summary from each listing provides enhanced detail not available from most systems.

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With a few simple changes the most basic report can become a multi-line report displaying detailed business information, or the report can be sent to Excel for detailed analysis.

Notice in the Excel report that we properly place the data in columns as expected, but we also provide easy access to Excel's "Auto Filter" option<sup>1</sup>. This less known but very useful option in Excel allows the member to quickly filter results by price ranges, industry, or any other column — even filtering on multiple columns if needed. This is a true Excel spreadsheet so all of Excel's features are available to the member for easy comprehensive reporting.

Là ting #	Dets Sold	Sald Price	Listing Price	Sold Dewn Pryment	Listed Down Payment	Bross Sales	Owner Benefit	Liszed' Assets
11222.	\$25200+	92,000	96,000	50,000	96,000	306,000	20,95G	25,000
16231 21	3/2 (2001	169,000	96,000	69,000	66,000	360,000	67,500	70,000
042299	+00200+	nspm	216,000	nspaa	226.000	122,000	100,226	25,02
062007	3142003	-es-pao	200,000	166 (100	90,000	236,000	192 J III	179,500
231021	70 2001	-1000,000	125,000	\$1,100	75,000	100,000	100,000	105,000
21230	101+202	60,000	10,000	\$0,000	-0,000	200,000	D1,155	70,000
10072	8342000	10,000	20,000	+0,000	40,500	+00,000	80,890	100,000
60015	12/32/03	200.000	200,000	200.000	100,000	22,100	20,554	104,500
23 11 022	11119 00001	100,000	190,000	100,000	100,000	365,025	47,738	179,022
334			195,500		56,500	900,000	53,270	90,000
100000			900,000		328 pm	1,313,779	260,711	990 JUL
092091			190,000		100,000	360,000	80,000	309,000
I HERE			300,000		200,000	1,364,713		610,000
2962			200,000		300,000	1,000,000	210,000	26,00
44 126			450,000		225-000	621,+16	206,957	267,000
++127			175,000		25,000	3+.59+	7.291	197 000

Florida Business Brokers Association

Printed sold listings reports provide all the same great features as found throughout the InBLISS system. Here we see the results of printing the two reports shown previously. Note in both examples how the association's disclaimer is added to the top of the report. While viewing the report on screen, the disclaimer is hidden from view providing easier access to the data. When printed, however, optional association information is added for the "finished" reports professionals expect.

e dale of a in Falax. ompenatio	All the STAU Manual Autorian Acusto Materia In to Owner	one denied as ne forma office longs a bolo office REGITATEM and hous been accupied for us: An spinols of he for fings Benefic, interstand	Control is possible with respect of the importance of the signed by the propagate. All follows he publication resident is here constraint being by using the resident of which is been been been been been been been bee	<ul> <li>No products shall</li> <li>tech are exclusive if</li> <li>to member brokers</li> <li>1: A combined exit</li> <li>linoker should be to</li> </ul>	a he lib ing a ar executed in siz of Su avers that it	ente onteno effez nezo or ante on nite sintess fiet sintess fiet sintess fiet	
intered to the low ing bus	ings by a s ings age	pedal has of agency defined not auditable to all types of age	by the Rolds Dipluis +75. Duyer, Beller≉, s note:	nd Brokers should	to prote the	al all of the	1
Listing#	Seling Office Ø	Heading Summary	y General Location	County	Dete Stold	Sald Price	Sold Down
23 0039		ITALIAS RESTAURANT	MA. SHOKARD	Bowerd	10/14/2002	ec.000	50,0
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(980) 21		TAUAR RESTAURANT	West Browent	Spead	80/000	9.00	50
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# **Buyer Management System**

The Buyer Management System provides details on potential buyers such as funds available for a down payment, interests in different industries or their background and experience. Match current listings in the database to a buyer's desired profile, or be informed when a new listing is placed that matches a buyer's needs.

The Buyer Management System overcomes several problems inherent with the typical e-mail process. Some people have trouble with e-mails containing more than one attachment. How do you send them information and non-disclosure forms for a dozen possibilities other than through dozens of e-mails? How do you be sure your information is recognized among the hundreds of spam e-mails in the potential buyer's mailbox?

The Buyer Management System solves these problems by providing access to all information directly from the member's website (or hosted web page). Buyers return to the member's site, adding value to the website as well as providing feedback not otherwise possible. You will know when and how many times a buyer has looked at a listing. You will know when they have printed a non-disclosure form. And you will be able to provide access or limit access at any time.

	Quick Search	Hotices	Buers Support			<u>^</u>
Login News	Buyer Management			•	Be no	otified immediately of
Search Listings	You have 3 buy	er messages with ac	tions pending		buyer	actions needed when
Departs Marrie	Date Action	Buyer	Subject	1	loggi	ng in to the association's
Reports Michu	5/28/2084 Follow Up	Johnson, Jon	Testing back to buyer			har area. Saa navy nataa
Maintenance	5/28/2004 Fallow Up	Johnson, Jon	Testing the system		memu	ber area. See new notes
Menu	5/28/2004 Fallow Up	Johnson, Jon	Test the messahe on list	ing number	from	buyers and actions needed
Documents & Services Menu	There Are Duniero	Not Vet Assign	d to Agental		to be	taken. In this case, an
OncList	Click on the person's nam	e to change or view the	r Information		office	e administrator needs to
Log Off	Click on the the to delete	that person's information	on, Click on a heading to sort by t	hatheading	assign	n office staff to newly
	UPDATE	AGENT	BUYER NAME		regist	ered buyers.
	2/19/2004	UNASSIGNED	Ferber, Stephen	Weston, FL		
	5/11/2004	UNASSIGNEDI	Kovi, Todd	West Palm Beach,	FL	
	3/3/2004	UNASSIGNED!	Matesic, Thomas	Vero Beach, FL		
	12/22/2003	UNASSIGNED!	Posner, Bill	Sunrise, FL		
	12/17/2003	UNASSIGNED!	Toybin, Jerry	Southwest Ranche	es, FL	

				Docum	ients
	Date Completed	Total	First	Last	Description
×		39	2/5/2004	3/23/2004	Buyer Resume
×		7	2/12/2004	3/23/2004	SBA Form 413: Loan History
×		3	2/12/2004	3/9/2004	sba912-personal-history.pdf
×		5	2/12/2004	3/11/2004	Personal Financial Statement
×		4	2/12/2004	3/9/2004	Buyer Resume
×	12/3/2003	11	2/6/2004	3/23/2004	Questionnaire2.doc
×		9	2/12/2004	3/23/2004	SBA Form 413: Personal Financial Statement

		0	Bus	inesses fo	r Sale	
	Listing	Dat		Views		Description
	Listing#	Signed*	Total	First	Last	beschption
×	1389017	12/1/2003	0			C-Store Only
×	1469101		0			Gourmet Food Market
×	1772297		1	2/12/2004	2/12/2004	Supermarket/Food Business
×	4559214		0			Animal Hospital
×	7121041		0			FOOD RETAIL MEATS
×	7121073		14	2m 2/2004	3/11/2004	GAS STATION/C-STORE
×	7121076		0			TIRE DEALER
×	8783531	12/1/2003	0			Specialized Courier Service
×	8784104		1	2/12/2004	2/12/2004	FED EX GROUND TERRITORY
×	9121369		1	2/26/2004	2/26/2004	Aquarium Store

\*NOTE: (if a signed non-disclosure agreement (NDA) is on file, as noted above by the date completed, then your buyer will be able to see additional and confidential details for that business for sale (i.e. the Buyer BLI form will be displayed instead of the standard public details page). If the buyer has not returned a signed non-disclosure agreement, the buyer will not see any additional details beyond what are normally available without logging in to the website.

Provide custom or association documents to buyers<sup>1</sup>. Documents might welcome a buyer or perhaps be an SBA form. If the form requires action, the member can indicate when the action is completed.

The bottom section of the buyer's document folder shows the listings that either the buyer or the member has selected for the buyer<sup>2</sup>. See not only how many times the buyer has viewed a listing, but show the date the nondisclosure form was signed. Until a date is entered, the buyer will only see the public details on a listing. Once a non-disclosure is returned and indicated as completed, the buyer will be able to see the enhanced view determined by the association.

×			Pleas	Required se complete	Buyer information	Profile tion is hi h informa	e ghlighted ation as possil	de.		
	Buyer's Nam	e and Addr	883							
A Home	Name:	¥	Charles		Inflat		Spallitta.		0.00	( le Or ada)
in Marcus		nue	Fil St Name		iriiuai		Last (rarniny) na	me	auna	pr, sr, eic
al recivis	Add	ress Line 1:	2719 Draca	sena Court			1			
earch		Address 2					1			
ormiyo	City, State	ZIP Code	Delrav Bea	ach	FL M	33445	· · · · · · · · · · · · · · · · · · ·			
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arch	Work Phone.	F.01.070.4	000	ext	-	Desired	Frice Hange.	400,000 (	•	000,000
mbers	Home Phone:	561-272-4	1283	_		Require	d income in 1 st	Year		150,000
ments &	FaxNumber			_		Cash av	ailable for:			
es Menu	Cell Phone:							Down Payment	:	150,000
neList	E-Mail:	cspall@c	delphio.net				First Year	's Working Capital	:	45,000
0.00T	Preferred conta	ct method:	E-Mail	~		Buyer's	Total Net Worth:			600,000
	Related Hobb	ies/Skills:				Will buy Buyer wi Will buy Searchin busines	er run the busine illing to relocate: er have to sell ho ng for a visa-qua is?	ess ⊛Ye ⊖Ye mme ⊖Ye Iffying ⊖Ye	5 © N 5 @ N 5 @ N	амо амо амо амо амо
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								N/	D="Not	Disclosed
	<ul> <li>Comments -</li> </ul>									^
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	- Administrati	ve Info								>

Extensive buyer details are available but not required. With the buyer management system, the only information required is the buyer's name. This allows the member to track buyers who might not have computer access. Though this buyer will not have access to the system, the member can still use the reports internally. However, if a buyer does have an e-mail address and enters a password, the buyer will have full access.

By limiting the amount of data required upfront, the buyer is not intimidated by the request. Once the buyer is comfortable with the broker, details can be filled in.

Status	From	Date	Follow-Up	Listing #	Subject	
Open	Agent	5/19/2004	5/5/2005		This is a test	
Open	Agent	5/19/2004	5/5/2005		This is a test	
Due	Agent	3/8/2004	3/8/2004		This is another test	
Due	Agent	2/26/2004	2/28/2004		This is another test	
Open	Agent	2/26/2004	2/26/2005		Another Test	
Due	Agent	2/12/2004	4/5/2004		asdf	
Open	Agent	3/9/2004	3/9/2005	1642828	CarWash / Oil Change	
Open	Agent	2/26/2004	2/28/2005	1642828	Car Wash	
Open	Agent	2/12/2004	4/5/2005	1772297	test	
Open	Agent	3/12/2004	3/12/2005	4559214	testing 1	
Officer	Agoin	3/12/2004	3/12/2003	4558214	nonny i	

Notes associated with a buyer can be general or specific to certain listings. A follow up date is available providing an interactive alternative to contact management software. Programs like Act!, though excellent, cannot provide access by both the member and the buyer in the same manner as the InBLISS Buyer Management System.

# **OneList**<sup>®</sup>

OneList is an InBLISS exclusive feature that allows members to tie together their listings from multiple associations to which they may belong. For example, an IBBA member might also be a member of the FBBA and a VR Business Brokers franchisee. Through the OneList system the member can enter a listing once and then tie it in to all three associations. If a listing is sold, it only needs to be marked sold once and all three association files are updated.

Improving productivity is the focus of OneList.

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		LISU	igs markeu 🗸	nave already be	en transierreu
oria	la Business B	rokers Assoc	iation Evaluation	Ctatur	Inductive
-	1340101	12401	110 2/2004	Artho	20.11 NEW EDANCHIEES (NE ENDLOWNEN)
2	1240101	12401	1/9/2006	Arten	20.54 DISTRIBUTION (DIST POOL IPPA
2	1340160	12401	11/10/2004	Active	30.10 DISTRIBUTION / DIST-POOL/SPA
~	1340170	13401	8/5/2004	In Programs	76 15 RESTALIBANTS (EAST FOOD FRANC
	1241002	12401	8/16/2004	Contract Panding	72 10 DEAL DEODEDTY OF TO /INDUCTO
	1341005	13401	8/20/2004	Contract Pending	11.25 AUTOMOTIVE / AUTO WINDOW TINT
	1341007	13401	8/12/2008	Action	80.82 MANUFACTURING (MEG-EQUIPMENT
-	1349999	13401	2(4/2005	Arthe	23.01 ELECTRONICSICOMPLITER / COMPLIT
2	1340220	13402	10/27/2004	Active	29.01 WHOLESALE / WHOLESALE BAKERY
-	1340526	13405	11/12/2004	Active	13.01 REALITY/PERSONAL CARE (HAIR S
~	1340537	13405	8(25/2004	Active	51 17 MEDICAL RELATED BIZ (MEDICAL
ě	1340538	13405	11/17/2004	Active	74.06 RETAIL MISCELLANEOUS/ RETAIL
e	1340540	13405	11/25/2004	Active	51.05 MEDICAL RELATED BIZ / MEDICAL
~	1340544	13405	1/22/2005	Contract Pending	20.03 CHILD CARE / DAY CARE & AFTER
	1340549	13405	2/24/2005	Active	76.03 RESTAURANTS / DINER
	1340550	13405	2/21/2005	In Progress	86 81 SIGNS / SIGN COMPANIES
0	1340551	13405	3/3/2005	Active	31.16 EDUCATIONAL/SCHOOL / EDUCATIO
-	1340552	13405	3/12/2005	In Progress	50.80 MANUFACTURING / MEG-INDUSTRIA
	1340553	13405	3/15/2005	Active	81.27 MEDICAL RELATED BIZ / PHY. TH
0	1340554	13405	2/5/2005	Active	8.01 ANTIQUES / ANTIQUES DEALER
0	1340555	13405	4/5/2005	Active	7614 RESTAURANTS / ETHNIC RESTAURA
ē	1340556	13405	3/31/2005	Active	57.01 LOCKSMITH / LOCKSMITH
0	1340557	13405	4/7/2005	Active	61.06 MEDICAL RELATED BIZ / MEDICAL
C	1341304	13413	12/3/2004	Active	31.10 EDUCATIONAL/SCHOOL / EDUCATIO
0	1341305	13413	12/3/2004	Contract Pending	31.10 EDUCATIONAL/SCHOOL / EDUCATIO
0	1341306	13413	2/3/2005	Active	74.18 RETAIL MISCELLANEOUS / CONSIG
0	1341307	13413	2/24/2005	Active	20.04 CHILD CARE / CHILDS PLAY CENT
C	1341308	13413	5/4/2005	Active	16.08 CARDS/GIFTS/BOOKS / GIFTS COL
0	1341309	13413	1/21/2005	Active	89.02 SPORTS RELATED BIZ / SPORTING
	1341700	13417	5/14/2004	On Hold	50.04 INTERIOR DESIGN/DEC / OFFICE
	1341701	13417	4/21/2004	On Hold	11.02 AUTOMOTIVE / AUTO GENERAL REP
	1341703	13417	6M 9/2004	Active	76.14 RESTAURANTS / ETHNIC RESTAURA
0	1341713	13417	8/1/2004	Active	76.26 RESTAURANTS / BREW/PUB
0	1341714	13417	10/31/2004	Active	76.08 RESTAURANTS / DELI RESTAURANT
C	1341715	13417	1/28/2005	Active	77.01 PACK/SHIP/POSTAL / PACK/SHIP
	1341716	13417	1/27/2005	In Progress	39.12 FOOD BUSINESS RETAIL / DELVC
	1341717	13417	3/10/2005	Active	50.11 MANUFACTURING / MEG-CANVAS PR
1.57	1341718	13417	3/10/2005	Active	80.11 MANUFACTURING / MEG-CANVAS PR
0	1341718	13417	4/29/2005	Active	11.02 AUTOMOTIVE / AUTO GENERAL REP
0	1341720	13417	5/25/2005	Active	76.16 RESTAURANTS / OFFICE BLDG RES
0	1341721	13417	11/19/2004	Active	76.16 RESTAURANTS / OFFICE BLDG RES
0	1341901	13419	7/12/2004	Contract Pending	13.02 BEAUTY/PERSONAL CARE / NAIL S

From the OneList transfer page, the member selects which listings to tie into other associations. Checked listings have already been tied together. Once a listing is selected from this screen, the member chooses the appropriate association to link to and the form below appears.

In the transfer, the member chooses the new association's exact business category and assigns the listing a new number (if desired) as well. Just a few short questions allows the listing to be transferred intact as if it were originally entered through the second association's own system with all specific fields properly completed.

Unlike systems that transfer listings entirely automatically, with OneList the member has complete control over listing number, agent assigned, the industry and the co-broke agency options.

Listings Transfers Return Review / Update OneList® Transfer Information (0) ID: 0 **Reference Listing New OneList Transfer** BizMktFL - Office 2 Association / Service FBEA Listing Number 1341003 Agent (Broker Assigned 13401 Spallitta, A. Charles Assign an Agent ~ Industry 73.20 REAL PROPERTY RLTD Select on Industry × Please Choose an Industry 👻 INDUSTRIAL BUILDING Category Association Agreement on File? NO O YES OND Transaction Select Listing Agency Type 💌 Agency Type SAVE OneList® and InBLISS® are registered servicemarks of <u>JohnsonServices.com</u>, Inc.

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# **Active Listings Reports**

InBLISS provides extensive reporting options that provide true productivity enhancements to the members. Reports print quickly and professionally. Where possible, report headings appear at the top of each printed page on multi-page reports — something rarely seen on reports printed from a web browser.

For BLI reports, multiple buyer or agent versions, or a combination of both, can easily be printed all at once. Simply view the reports on screen, the click on the "Print" button. Each listing will print on a separate page just as if they were printed individually.

In the unlikely event that InBLISS does not provide a required report, it can still be added to the association's report options.

		Advanced Searc	:h					
Industry:	All Industries		*	Multiple Category				
Category:	All Categories		~	Search				
Location:	All Locations	*		All Sources 🔽 Income Source				
Listing Price:	0	To:	]	All 🔽 SBA Pre-Qualified				
Down Payment:	0	To:	1	All 🛛 🖌 3rd Party Financing				
Annual Sales:	0	To:	]	All 🖌 Franchises				
Owner Benefit:	0	To:	1	All 🛛 🖌 Absentee Owner				
Total Assets:	0	To:	1	All 🖌 Relocatable				
🔘 New Only			-	All 🖌 Home Based				
New or Chan	ged since	(mm/dd/yyyy)		All 🖌 Seasonal				
Agent or Office				All 🔽 Real Estate Included				
Number:				All 🔽 Real Estate Available				
Listing Number								
or Numbers:	(use commas to se	parate multiple listing nur	nber	5)				
Key Words								
or Phrase:	<ul> <li>Match any keywo (use quotes to se</li> </ul>	ord 🛛 💿 Match all keywor earch for an exact phrase)	ds					
	Search							

All active reports start from the search screen. Note the ability to search by a member pre-defined local area or selected multiple areas, a certain industry or multiple selected industries, keywords, agent or any of a number of other options.

Once a search is completed the results are displayed in a grid as shown below. Note the highlighted row shows the industry to which the listing belongs.

File Edit View	Favorites Tools Help defax						1000
<b>G</b> Back • (	) - 💽 😰 🏠 🔎 Search 🔌	9 🕹 🖸	ale .				
idress 🗿 http://	fogin./bba.com/						
5	12 matching listings C Click on a column headi	Click on a listing to ng to sort by that o	o see details column (click agair	n to sort in reverse o	rder)	Reports	Return
	Listinge Industry Location	include Descriptions	Listing Price	Down Payment	Gross Sales	Owner 🔥 Denefits 🔽	Total 🛔
IBA Home	9242049 - Pet Shop	1	299,000	150,000	695,082	77,606	200,000
agin Hews	1709797 - PET STORE		75,000	75,000			75,306
Search Listings	1231329 - ANIMALS/PETS		395,000	250,000	700,000	140,131	175,000
orts Menu	9229003 - Pet Grooming Business Naples, Florida		99,000	69,000	90,500	62,320	9,750
intenance Menu	9242050 - Pet Grooming Bonita Springs Contract Pending		65,000	30,000	155,117	44,598	17,000
Search Aembers	919655 - Dog Grooming Hodes	De	52,000	52,000	45,000	40,000	
uments &	8784179 - Unique Aquarium Store Tampa Bay Area	AN	imals/Pets -> Pet	GROOMING 5,000	242,234	50,482	55,000
Onel.ist	9121378 - Veterinary Clinic SW Florida		312,000	282,000	374,941	95,370	41,000
Log Off	602-07 - Veterinary Clinic Pensacola area		399,000	399,000			
	4559232 - Kennel/ Boarding/Training Central Florida		375,000	375,000	321,000	113,500	180,500
	4559233 - Kennels/Boarding/Trainin Central Florida	SI.	950,000	950,000	321,000	113,500	755,600
	8100252 - Dog Training/Daycare Pinallas Park		176,000	176,000	133,815	67,944	14,500

ect Listing#	Eusiness Type	General Location	Listing Price	Down Payment	Gross Sales	Owner Benefit	Total Assets
	PET GROOMING	Naples	52,000	52,000	45,000	40,000	
🗖 🕛 🤉	PET GROOMING	Bonita Springs	65,000	30,000	155,117	44,598	17,000
1709797	PET SHOP	STUART	75,000	75,000			75,306
9229003	PET GROOMING	Naples, Florida	99,000	69,000	90,500	62,320	9,750
8784179	AQUARIUM STORE	Tampa Bay Area	115,000	115,000	242,234	58,482	55,000
0100252	KENNELS	Pinellas Park	176,000	176,000	133,815	67,944	14,500
9242049	PET SHOP	Lee County	299,000	150,000	695,082	77,606	200,000
9121378	VETERINARY CLINIC	SW Florida	312,000	262,000	374,941	95,370	41,000
✓ 4559232	KENNEL8	Central Florida	375,000	375,000	321,000	113,500	180,500
2 1231329	PETSHOP	WESTBROWARD	395,000	250,000	700,000	140,131	175,000
☑ 602-07	VETERINARY CLINIC	Pensacola area	399,000	399,000			
4559233	KENNELS	Central Florida	950,000	950,000	321,000	113,500	755,500

Listings for Florida Business Brokers Association

Page 1 of 1

#### Florida Business Brokers Association

Please Note: This list container businesses that are offered on a co-operating basis by members of the FBBA. All information listed is approximated and should **2** field by the listing office. Prior to discussion with qualified prospects. No prospect shall receive the name of any listed firm un: **2** TANDARD DISCLOSURE STATEMENT is signed by the prospect. All listings herein are exclusive to the listing office - as of the uare of submission - and have been accepted for publication subject to the cooperation between member brokers as executed and on file with FBBA. Assets Value: An estimate of the Fair Market Value by the seller. Owner Benefit: A combined estimate of Business Net, Compensation to Owner, Fringe Benefits, Interest and Depreciation Expense. Buyer, Sellers, and Broker should be aware that this listing is subject to listings by a special type of agency defined by the Florida Statute 476. Buyer, Sellers, and Brokers should be aware that all of the following businesses are not available to all types of agencies.

Listing #	Business Type	General Location	Listing Price	Down Payment	Gross Sales	Owner Benefit	Total Assets
9242049	PETSHOP	Lee County	299,000	150,000	695,082	77,606	200,000
9121378	VETERINARY CLINIC	SW Florida	312,000	262,000	374,941	95,370	41,000
4559232	KENNELS	Central Florida	375,000	375,000	321,000	113,500	180,500
1231329	PETSHOP	WESTBROWARD	395,000	250,000	700,000	140,131	175,000
602-07	VETERINARY CLINIC	Pensiacola area	399,000	399,000			
4659233	KENNELS	Central Florida	950,000	950,000	321,000	113,500	755,500

The on screen report includes checkboxes ① to allow the member to exclude listings if desired. Here the first 6 listings have been deselected. When the report prints, simply by clicking on the "Print" button, the association's disclaimer ② is added and the unchecked listings are excluded. If the member prefers, the omitted listings can be added back in simply by once again checking the box and reprinting the report.

#### Send your Report by E-Mail:

#### Required fields are in red.

The sender e-mail address and your company name are automatically added from your agent file)

Send this report to: Name: Potential Buyer E-Mail Address: demo@ibba.org

Send a copy to yourself? O Yes 🛛 💿 No

Subject for this Message: Your Custom List of Businesses For Sale

Message to include with your report (the report will appear immediately after this message): Below is the information you requested Emailing a report is as simple as clicking on the e-mail button and entering the recipient's e-mail address. Notice how the report appears in the body of the e-mail, not as an attachment, and it is formatted just as seen by the broker's printed report.



Submit

Return

Multiple BLI Reports Choose whether you would like to agent BLI's. This will create a prin selected BLI's. You will be able to	print buyer or t preview of all print from the	*				
preview screen.		Listing Price Do	wn Paument G	ross Sales   Ov	mer Renefit To	tal Assats
🗹 Print Buyer BLI Forms		52,000	52,000	45,000	40,000	
		65,000	30,000	155,117	44,598	17,000
🗹 Print Agent BLI Forms 🛛 📐		75,000	75,000			75,300
		99,000	69,000	80,500	62,320	9,750
Preview BLPs Close	Window	115,000	115,000	242,234	59,492	55,000
		176,000	176,000	133,815	67,944	14,500
a)	Internal	299,000	150,000	695,082	77,606	200,00
TERINARY CLINIC	SWTIDIDa	312,000	262,000	374,941	85,370	41,00
14559232 KENNEL8	Central Florida	375,000	375,000	321,000	113,500	180,50
231329 PET SHOP	WEST BROWARD	395,000	250,000	700,000	140,131	175,00
602-07 VETERINARY CLINIC	Pensacola area	399,000	399,000			
	Control Florido	950 000	950.000	331,000	113 600	765 600

Printing multiple listing BLI detail reports is just as simple as sending an e-mail. Simply click on the "Print BLI's" button, choose which version to print — buyer or agent — and then click on "Preview BLI's." The reports will display on screen for each listing that was checked and will be separated by a red line. If the member decides to print the reports at that point, each will print on a separate page just as if they were printed individually.



Printed

Setting Office: AMERIOEST BU Address: 5455 N. Federal Suite I Boca Paton, FL:	ISINESS BROKERS, INC. Hey 33487	E	Phone: (5 -Hall: fubin@ar	51)900-8:05 ext: 10 Fax: (501)988-101 nerivestbusiness.com
Instructions: Please do not or	ontact anyone associated with th	e budness listed	below as the en	playees do not know
Uniting Office is: Transmittee	portement.	E ma marca	Wend: D.D. 1	TID V MO
Business Type: 601:ANMALSA	PETS - PET Listing Price: \$	219.000	Down Pavn	ent: \$150,000
SHUP Notice Office Net Fod	Listing It ask		Listing 3 m	
Esting Office No: 824	Long Hunder	0242040	reard vite	# FRC: 02*802
Resource Fersonal				
Hours of Operation: Mon - Sat - Sun 11am - Som	9am - 8:30pm			
Full Time Employees: 2	Part Time Empl	Crywes: 8	Managers:	2
Organization Type: S Corp	Year Establishe	ad: 1996	Years Owne	d: 7
Skills Required: Knowledge of p	et care @Management		Hts Owner'	Norks: 40
Owners Duties:				
Non-Compete: 25 miles for 3 yes	ars			
Training & Costs : 2 unesks				
euse:			iona o pe pro	
Wonthly Lease/Rent: \$5,507	Lease Expires: 2@1/2005	5Q	are R / Dm.	4064
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Beel Exteres	teoupour v	Total Assa	t.	\$200.000
-				produce and
Ananolais Year and Source 201	03 PA Statement 2002	Tax Beham	2001	Tax Beturn
Gross Sales	\$095,082	\$	20,118	\$151,40
Gross Profit	\$242,015	1	395.544	\$213.01
Net Profit (before taxes)	\$4.300	*	20 01d	\$20.75
Owner Salary	\$57,957		518,000	351,44
Prince Republic	\$15,240		515,239	\$8,56
HIT ME DEFENSE			\$190	191
Interest				\$0,00
Interest Depreciation			W 2112	
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Interest Depreciation Other Other				
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Entropy of the second s	\$77,608 Note Rimouri \$149,000	Fate 7000%	171,508 Wolf Payments Bit	387,50 Pages 1 \$2,91

InBLISS<sup>®</sup> / OneList<sup>®</sup> Reports