

When the Time Comes to Sell Your Insurance Agency....

**J.A. MESSINA
INSURANCE**
Albany, New York



We acted as broker and advisor in the
above transaction.

**CALANDRINO
INSURANCE**
Saratoga County, New York



We acted as broker and advisor in the
above transaction.

**THE RILEY
AGENCY**
Albany, New York



We acted as broker and advisor in the
above transaction.

.... We Ensure You Get the Best Deal.

When the owners of these Capital Region insurance agencies decided to sell, they sought the services of a special kind of business brokerage company. A firm, who not only understood the ownership requirements of a financial services business like theirs, but one that could develop an effective marketing strategy designed to attract the maximum number of qualified buyers.

That's why they turned to **Capital Business Advisors**. Here's how we helped them achieve a successful sale. We:

- **Analyzed** the business to arrive at a suitable offering price and terms of sale.
- **Prepared** a persuasive presentation package highlighting business strengths.
- **Identified** and screened numerous prospective buyers who recognized the market opportunity.
- **Negotiated** on our client's behalf to structure the best possible deal to meet their needs.
- **Achieved** a successful closing and trouble-free transfer of the business.

Capital Business Advisors is the region's leading business brokerage firm specializing in the confidential sale of privately-owned businesses such as yours. Our experienced team of business sales and acquisitions specialists have the "know how" and resources necessary to get you over the finish line.

For more information about how we can assist you in the sale of your business, please call **Carl J. Cusano, MBA at (518) 459-9070 for a free, initial consultation**. All communications will be held in strict confidence.



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