



# Business Owner Opportunities

If your business is for sale and you're having trouble finding a buyer or if you're planning on exiting your business in the next few years, now is the time to act. The Great BC Business Sale (GBCBS) is a unique opportunity for you! It's the first of its kind tradeshow where businesses for sale are the attraction. Held in Vancouver to maximize attendance of potential buyers, this is an opportunity to have many conversations and reach many prospective buyers in a short period of time at a very affordable cost.

## Why the GBCBS?

98% of all businesses in BC are small businesses. It's estimated that 1 out of 4 business owners will exit their business in the next few years. At the same time, population is aging leaving fewer younger buyers creating a competitive market for sellers.

## What is the GBCBS?

- ✓ A tradeshow providing the best exposure and support to rural businesses for sale
- ✓ The greatest volume of vetted businesses for sale ever seen in the Province; all under one roof
- ✓ The bringing together of an army of key stakeholders to help business owners sell their business, including communities, government, Real Estate, Economic Development Officers, Commercial Real Estate Council, business lending institutions and other service providers; all working together to achieve a needed result; the transition of businesses in rural BC.

## Buyers Will Attend From:

- British Columbia
- Other Provinces
- International Locations

## Much more than a 1 Day Business Sale!

Take advantage of our Pre-Event support to help prepare your business for sale and Post-Event services for Buyer Follow-up and Sale Support. Check our website or contact your local Community Futures office for Pre-Event workshops or individual support.

## How does the GBCBS Event Work?

Held in Vancouver to attract the maximum number of potential buyers, the convention centre floor will be organized in regions, with communities from throughout the region represented. Buyers will walk the floor in regions to visit booths and see business listings and storyboards, learn about community life and business supports and where Buyer/Seller meetings can be arranged with lending and other business support services. Personnel from Provincial Ministries and Community Representatives will be available to assist Buyers with questions and promote your community.

## Your Business Can Be Showcased in the GBCBS!!

### ✓ List Your Business

By listing your business on our affiliate website, [ventureconnect.ca](http://ventureconnect.ca) your listing will be considered for the sale. Closer to the event date business listings will be cross promoted to [bcbusinesssale.ca](http://bcbusinesssale.ca) and available to prospective buyers at the show. All listings must be vetted. See below for vetting information.

**Free!**

### ✓ Create a Storyboard

A storyboard describes your business to potential buyers, with the information they need in order to determine if they are interested in engaging with you. Our team will provide design assistance for you in developing your business story. This 24" x 36" poster will then be printed, delivered and displayed for buyers to review. Every business owner with a storyboard has the option to attend the event free of charge. Business owners who register to attend will have an identifier on their storyboard notifying potential buyers of their presence at the show. This will allow buyers to request a 1-on-1 meeting with the seller at the show.

**\$500**

### ✓ Provide an Advertisement for the Exclusive Buyer Swag Bags

Every buyer will be provided with an Exclusive Swag Bag. A 4" x 6" advertisement will provide a reminder about your business opportunity to buyers after they leave the show. Our team will provide design assistance for you.

**\$550**

### Meet with Buyers

Every business owner with a storyboard has the option to attend the event free of charge. Business owners who register to attend will have an identifier notifying potential buyers of their presence at the show. This will allow buyers to request a 1-on-1 meeting with the seller at the show. Each regional area will contain a meeting place for Sellers and Buyers to meet.

Supporting sellers and buyers will be community representatives to provide information about business supports and lifestyle and service providers will present to assist with financing and other needs for buyers.

### Money Back Guarantee

Don't delay; take action now as space is limited. Get your money back on any of the above purchases if your business sells prior to September 30, 2020. Proof of the sale will be required.

### What does it mean to Vet a Business?

Many government departments and communities and other supporters are coming together to promote this initiative to international as well as local markets. For that reason there is a requirement that businesses listed at the GBCBS are ready for a sale. There is a short vetting process to ensure businesses have a realistic market price and that business owners are ready and prepared to sell. Realtors and Brokers can take care of this through a short certification statement through our office. If you are not working with a Realtor/Broker, your business can qualify through a short process, provided by Community Futures' affiliate business, Venture Connect. Your financial information will be reviewed and a checklist discussed with you to ensure your business is prepared and that the price is validated.

**\$250**



### Event Details

**Date:** Saturday, October 3, 2020

**Location:** Vancouver Trade & Convention Centre

**W:** [bcbusinesssale.ca](http://bcbusinesssale.ca)

**E:** [info@bcbusinesssale.ca](mailto:info@bcbusinesssale.ca)

**T:** 1.844.922.7253

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