

School of Business Brokerage – Complete Online Training

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
	1 Introduction to Business Brokerage	2 Fundamentals of Accounting	3 Business Structure	4 Marketing Your Brokerage Services – Personal Calls	5 Marketing Your Brokerage Services Direct Mail & Telemarketing	6 Field Work and Assignments
7 Reading Assignment	8 Marketing Your Brokerage Services – Print & Internet Marketing	9 Meetings with Seller	10 Analyzing and Pricing Businesses	11 Analyzing and Pricing Businesses	12 Analyzing and Pricing Businesses	13 Field Work and Assignments
14 Reading Assignment	15 Listing Presentation and Listing Documents	16 Packaging a Business	17 Marketing a Business	18 Buyer Interviews	19 Business Tours	20 Field Work and Assignments
21 Reading Assignment	22 Offers and Letters of Intent	23 Due Diligence	24 Due Diligence	25 Closing	26 Post - Closing Activities	27 Review
28 Review	29 Review	30 Final Exam		 School of Business Brokerage Education Mentoring Resources Business Broker Training & Development		